

# Provisioner

ding Publication in the Meat Packing and Allied Industries Since 1891

**TEST  
Wienie-Pak  
Skinless  
NOW**



**IN AN OVERWHELMING MAJORITY OF  
125 SEPARATE PLANT TESTS,  
EQUILIBRATED WIENIE-PAK CASINGS  
ACTUALLY DELIVERED GREATER  
EFFICIENCY ON MECHANICAL PEELING  
EQUIPMENT THAN HAD EVER BEEN  
ACCOMPLISHED PREVIOUSLY!**

**Now . . . Produce Wieners More Efficiently,  
More Uniformly . . . Actually Save Money!**

**Call your TEE-PAK man for all the  
facts and special test arrangements!**

**Tee-Pak, Inc.**  
Chicago • San Francisco



Cellulose Division

**Tee-Pak of Canada, Ltd.**  
Toronto

# 90

## SMITH'S BUFFALO HOPPERS.

Known by the leading Packers and Sausage Makers ALL OVER THE WORLD as the best and most reliable for saving, simplest and most economical. Sent on trial.

Write for Catalogue.  
JOHN E. SMITH AND SONS,  
BUFFALO, N. Y., U. S. A.



An advertisement of John E. Smith and Sons published in 1895 in the Directory and Hand-Book of the Meat and Provision Trades and their Allied Industries for the United States and Canada.

*Reproduced by courtesy of The National Provisioner*

# OUR 90th YEAR OF SERVICE TO SAUSAGE MAKERS

**On this** our 90th anniversary, we would like to pause for just a moment to express our sincere thanks to the thousands of persons and companies who have shown their confidence in us over the years by buying and using Buffalo equipment.

We like to believe that this 90 year record of continuous service to the sausage industry is a reflection of our sincere efforts to supply you with the finest sausage machinery and the best possible service at all times.

It has been our good fortune down through the years that virtually all of our customers have become our very good friends.



# Buffalo

**The NAME that means the MOST in SAUSAGE MACHINERY**

**JOHN E. SMITH'S SONS CO.  
50 Broadway, Buffalo 3, N. Y.**

*Sales and Service Offices in Principal Cities*



## Appetizing Color SELLS

Your lunch meat sales pick up fast when you add the bright and hearty color of crisp, uniformly diced Cannon Red Sweet Peppers. That's because consumers just naturally go for color—particularly the rich red color that promises superior flavor in meats that contain this magic Cannon ingredient. In handy No. 10 tins, Cannon Peppers come ready to use. No cutting or handling. No rinsing or draining. No waste or spoilage. Get colorful Cannon Diced Red Sweet Peppers, the brand leading meat packers prefer, through your regular supplier, or write:



## H. P. CANNON & SON, INC.

Main Office and Factory: Bridgeville, Delaware

Plant No. 2: Dunn, North Carolina • Maryland Division: Maryland, Delaware

## CANNON DICED RED SWEET PEPPERS

APPROX.  
DRAINED WGT.  
5 LBS. 3 OZS.



NET WEIGHT  
6 LBS. 8 OZS.

H. P. CANNON & SON, INC.  
BRIDGEVILLE, DEL.

Quality Canned Foods Since 1881

# HOWE

## REFRIGERATION EQUIPMENT

engineered to keep costs  
as well as temperatures down

### TO CHILL TO FREEZE OR TO HOLD

Howe manufactures custom-designed  
refrigeration products for a complete plant  
or any part of same.

HOWE PUTS THE

HOWE quality engineering will  
provide low first cost and efficient  
operation in your plant.  
Modernize with Howe, now!



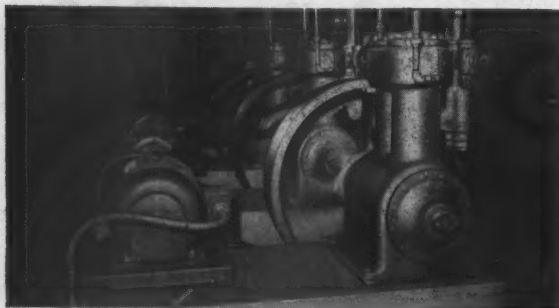
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E/Ho

COMPRESSORS  
ACCUMULATORS • BRINE COOLERS  
FIN & PIPE COILS • CONDENSERS  
SURGE DRUMS • UNIT COOLERS  
RECEIVERS • FLAKE ICE MAKERS  
PRESSURE VESSELS

INDIAN SIGN ON HIGH  
COSTS



**HOWE ICE MACHINE CO.**  
2823 MONTROSE AVENUE • CHICAGO 18, ILLINOIS  
Distributors in Principal Cities • Cable Address HIMCO, Chicago



THE NATIONAL



# Provisioner

VOLUME 138

JUNE 14, 1958

NUMBER 24

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## EDITORIAL STAFF

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GREGORY PIETRASZEK, Technical Editor  
BETTY STEVENS, Associate Editor  
GUST HILL, Market Editor

## ADVERTISING DEPARTMENT

15 W. Huron St., Chicago 10, Ill.  
Telephone: WHitehall 4-3380

ROBERT J. CLARK, Advertising Manager  
CHARLES W. REYNOLDS JOHN W. DUNNING  
WILLIAM K. MURRAY  
MARY JABSEN, Production Manager  
ROBERT T. WALKER and GARDINER L. WINKLE,  
New York Representatives

527 Madison Avenue (22) Tel. ELdorado 5-6663

West Coast Representatives: McDONALD-THOMPSON

San Francisco: 625 Market St., (5)  
YUKon 6-0647  
Los Angeles: 3727 W. 6th St., (5)  
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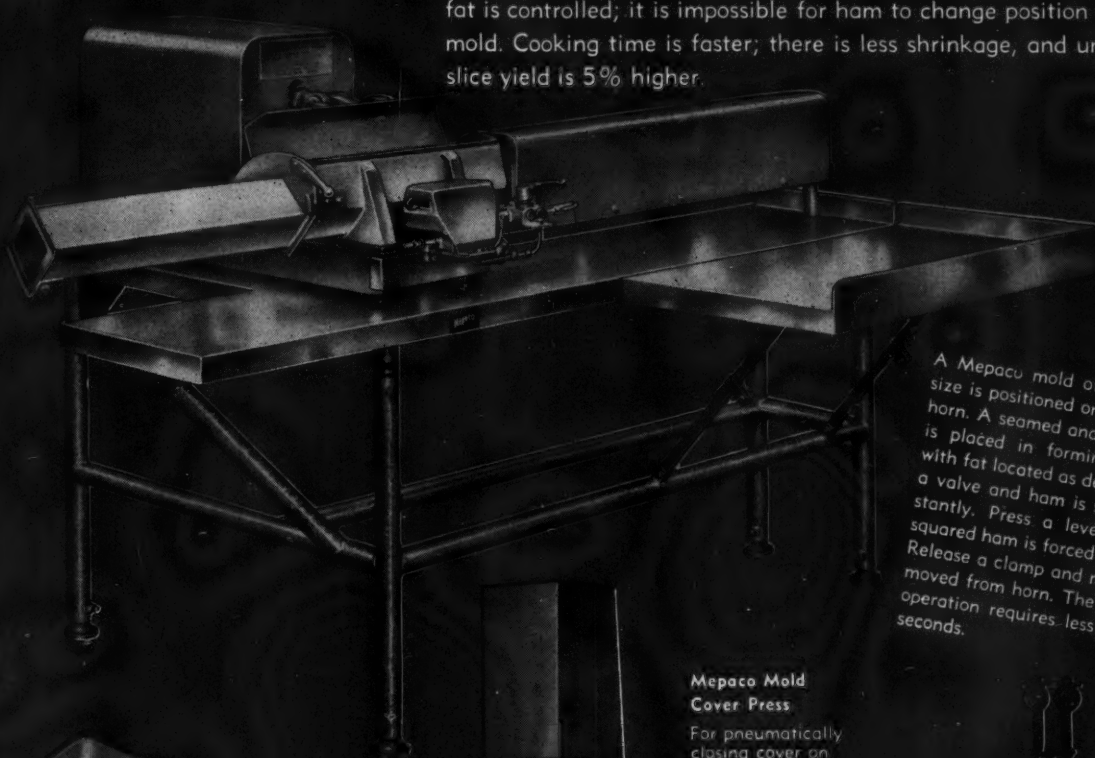
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# Mepaco

## BOILED HAM FORMER

with sandwich-shape molds in — **3** SIZES!

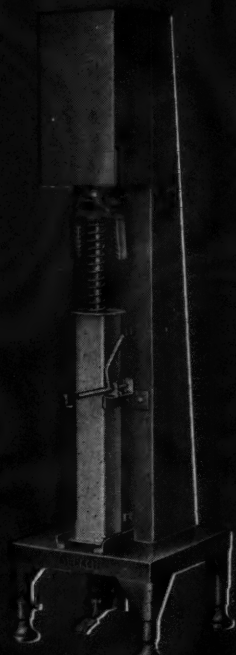
Three molds, one each in size:  $3\frac{7}{8}'' \times 3\frac{7}{8}'' \times 24''$ ;  $4'' \times 4'' \times 24''$ ;  $4\frac{1}{2}'' \times 4\frac{1}{2}'' \times 24''$  will accommodate small to large hams. Any size may be filled to capacity with scraps or trimmings, and yield a compact, firm square ham without air or jelly pockets. Location of fat is controlled; it is impossible for ham to change position in the mold. Cooking time is faster; there is less shrinkage, and uniform slice yield is 5% higher.



A Mepaco mold of appropriate size is positioned on the loading horn. A seamed and fatted ham is placed in forming chamber with fat located as desired. Press a valve and ham is squared instantly. Press a lever and the squared ham is forced into mold. Release a clamp and mold is removed from horn. The complete operation requires less than 30 seconds.

### Mepaco Mold Cover Press

For pneumatically closing cover on Mepaco mold.



### Mepaco Ham Mold Cooking Rack

Travels by overhead rail to and from cooker.



### Mepaco Sandwich-Shape Ham Mold

Available in three sizes as listed above.



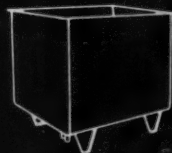
# Mepaco

FOR FURTHER INFORMATION WRITE OR TELETYPE TO:  
**MATHEMATICS EQUIPMENT CO.**  
 P.O. Box 210, 1234 1st St., San Francisco, California

# ST. JOHN Clean-lining . .



FOOD PROCESSING EQUIPMENT  
QUALITY



Soaking Vat

# produces profits with a plan!

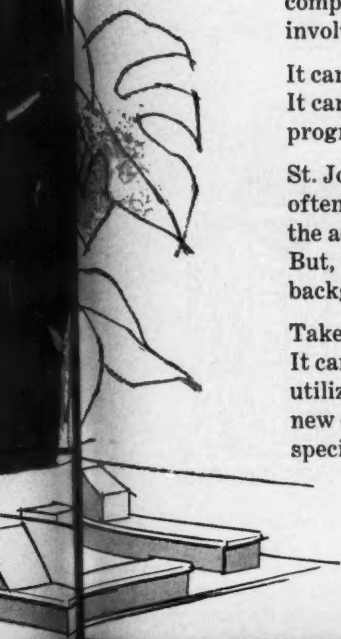
**Y**ou can have more sales potential — with increased production and reduced costs.

Your plant can be more efficient. It can produce profitably even in competition with a new plant — without the high costs involved in new plant construction.

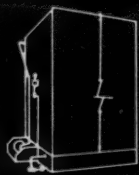
It can — if you "Clean-Line" and modernize your operations. It can be done in easy steps. Each step according to an engineered program based on a studied plan.

St. John & Co. is solving tough modernization jobs daily — oftentimes by a simple re-alignment of the processing line. Or by the addition of just one or two items of new equipment. But, whatever the case, St. John engineers have the broad background of experience necessary to provide the right answer.

Take advantage of St. John's extensive engineering service. It can help you in every department in your plant — through better utilization of your present equipment, through introduction of new equipment, through design of special equipment to meet specific requirements, or through design of a complete new plant.



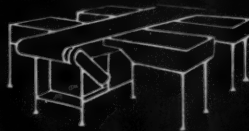
Ham and Sausage  
Cook Tank



Process Cooker



Lavatory and  
Sterilizer



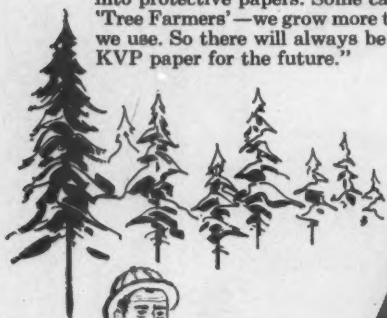
Overhead and  
Floor Conveyors



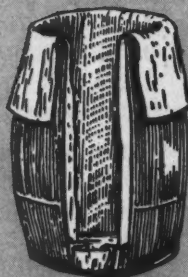
**ST. JOHN & CO.**  
5800 S. DAMEN AVE., CHICAGO 36, ILLINOIS

From pine... to pulp...  
to paper... to people...  
through KVP

"Protecting America's meat is our business. We manage 3,400,000 acres of woods to find suitable trees to make into protective papers. Some call us 'Tree Farmers'—we grow more trees than we use. So there will always be KVP paper for the future."



FLUTED CUP



PRE-FITTED



GENEROUS OVERPACK

## How KVP Barrel Liners

stop wasteful shrinkage of boned meats

The KVP Barrel Liner outperforms ordinary liners and puts an end to uncontrolled leakage (which can cost you up to one dollar a barrel on boned meat).

Two-piece, fitted KVP Barrel liners consist of a cup and a liner. Neither will disintegrate or absorb juices, no matter how long in contact with meat in storage or in transit.

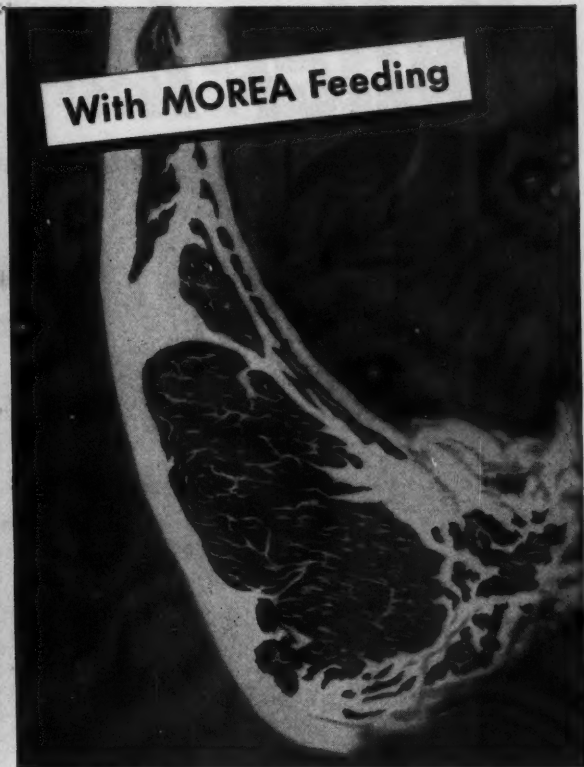
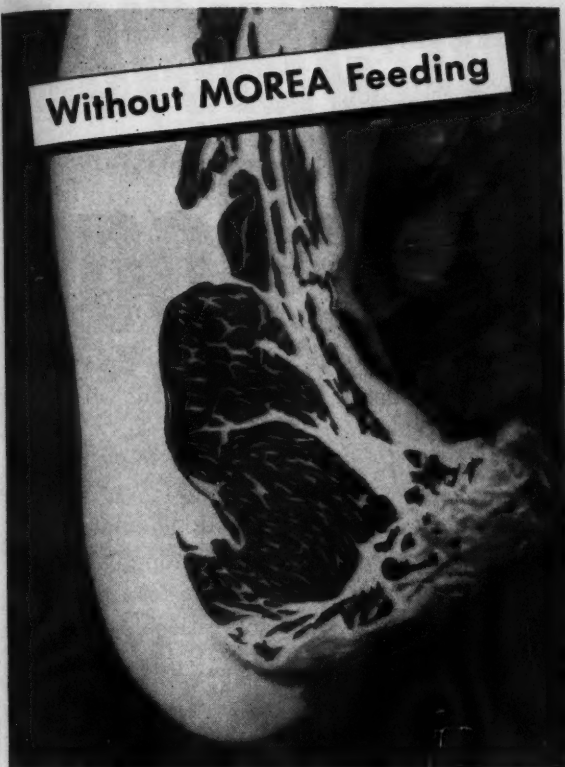
The cup, of waxed Kraft paper, is fluted, prefitted, and is approximately 3½" high. The side liner is KVP Whalehide, oiled and crinkled. It is 44" long. This extra length means you can have an unusually large overpack.

Leading packers have learned that KVP Barrel liners can safeguard profits. Why not write us today for test samples.

THE KVP COMPANY



KALAMAZOO, MICHIGAN



These two cuts of prime beef are from sister animals. Beef at the left is from an animal fed a conventional ration, showing well-marbled meat but also much waste cover fat. At right, beef from an animal fed on a MOREA Liquid Feed program has considerably better marbling and a minimum of waste cover fat.

## MOREA® Liquid Feed produces quality meat with less fat!

There's something new in the beef and lamb business! It's MOREA, the modern liquid feed that pays off for the packer as well as the feeder, by producing meat that grades better with less waste fat.

What is MOREA Liquid Feed? It's a patented feed supplement which permits the feeding of larger amounts of roughages and smaller amounts of grain than usual. MOREA contains urea nitrogen, ethanol, phosphoric acid and trace minerals. Thousands of cattle and lambs have been fed to top finish on a MOREA program.

Here's how liquid MOREA Feed Supplement works: In the rumen of a beef animal or lamb, feed is digested by billions of micro-organisms and protozoa. MOREA provides these micro-organisms with the exact elements they need to build protein and carbohydrates, to digest high-cellulose roughage, and to carry on

processes that give ruminants top nutrition for economical weight gains. MOREA is the modern supplement for ruminants—everything in MOREA is a needed nutrient.

But far more important to the packer, liquid MOREA Feed Supplement aims the whole digestive process toward producing top quality meat. More protein is formed, and white fat is deposited as marbling in the tissues, rather than in wasty cover fat. The result is that animals

reach "market finish" faster. When the carcasses are cut, marbling is excellent and meat is firm, flavorful and tender. The dressing percentage per carcass is higher.

Cattle and lambs finished for market on MOREA feed programs, have consistently shown up well in the packing house. For more information on the advantages of MOREA-fed meat, write to the nearest address below.

MOREA is a registered trademark of Feed Service Corp.



U. S. INDUSTRIAL CHEMICALS CO., New York 16, N. Y.

DIVISION OF NATIONAL DISTILLERS AND CHEMICAL CORP.

FEED SERVICE CORPORATION, Crete, Nebraska

# Better-Tasting, Juicier Hot Dogs



The best-tasting hot dogs are made with non-fat dry milk.

Nonfat dry milk improves flavor, color, texture, and eating quality of hot dogs.

It increases nutrition and sales appeal, too.

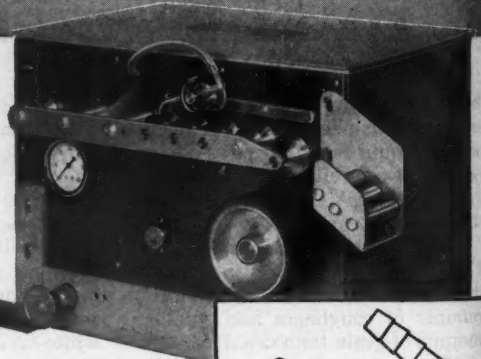
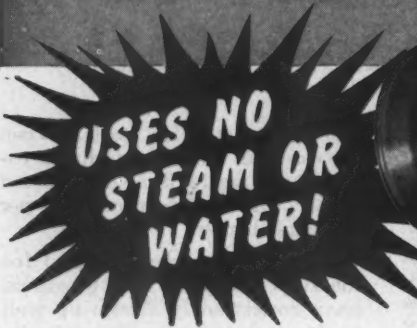
Nonfat dry milk gives you top-quality hot dogs at minimum cost. Write for free handbook of formulas and suggestions.

## Nonfat Dry Milk



Get the facts. Write Dept. NP-6  
AMERICAN DRY MILK INSTITUTE, INC.  
221 North LaSalle Street • Chicago 1, Ill.

## THE TEE-CEE WIENER PEELER



The Tee Cee Peeler will peel at least 500 lbs. of average size franks an hour. Will peel any size wiener or frank made in artificial casing.

No product lost, cut or scarred, and no sorting or reeling necessary. The efficiency and mechanical simplicity of the Tee Cee Peeler is highly praised by all users.

**COMPACT**—Shipping size is 14" x 14" x 19". Operating space required is 14" x 42" to 49".

**MAINTENANCE**—The Tee Cee Peeler is built of stainless steel and anodized aluminum. There is nothing to get out of order or adjustment and daily clean up with hot water is all that is necessary.

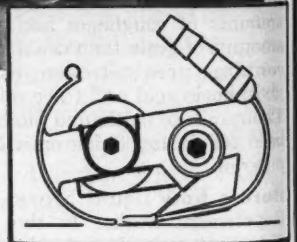
New patented mechanical features including this new cutter head for more efficient operation.

FOR FULL  
INFORMATION  
WRITE

**THE TEE-CEE MANUFACTURING CO.**

7545 KIRTLY DRIVE, CINCINNATI 36, OHIO

CANADIAN REPRESENTATIVE: MR. WALTER PRESSWOOD, 30 MAYBANK ST., TORONTO



**For  
19 years**

# GEBHARDT'S CONTROLLED REFRIGERATION PROTECTS AGAR'S FINE PORK PRODUCTS.

The first installation of Gebhardt's Controlled Refrigeration was made in 1939. Since that time Agar has purchased Gebhardts in 1947, 1948, 1949, 1950, 1951, 1954, 1955, 1956 and 1957.



Agar's smoked meat products are flash chilled by Gebhardt's Controlled Refrigeration.

## "GET A FACTORY PERFORMANCE GUARANTEE"

Our engineering department will work with you or your architect on laying out your refrigerating equipment, and will absolutely GUARANTEE its performance.



## GEBHARDT'S CONTROLLED REFRIGERATION SYSTEMS

MANUFACTURED BY ADVANCED ENGINEERING CORP.

3625 W. ELM ST.

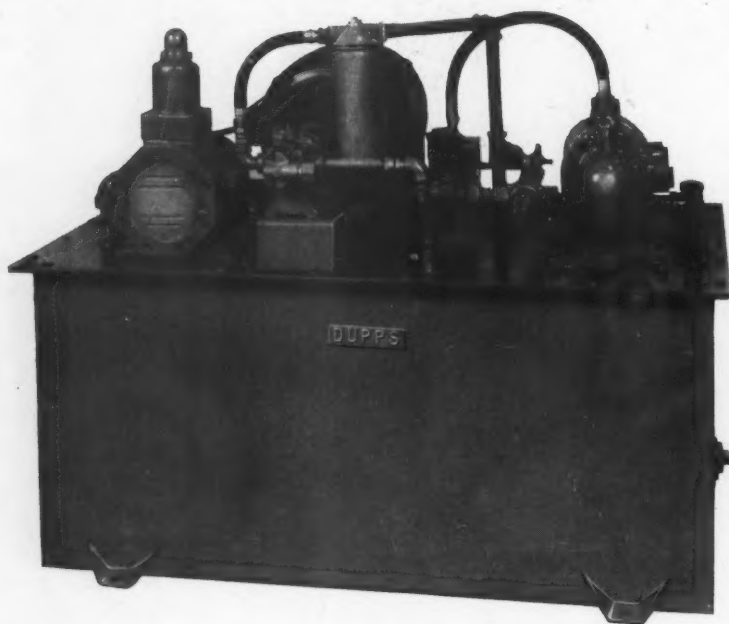
• MILWAUKEE, WISCONSIN

• FLAGSTONE 2-2800

# DUPPS

## 9-A ELECTRIC HYDRAULIC PUMP

For use with 600 and 300 ton Presses



The Dupps 9-A Electric Hydraulic Pump is a completely self contained unit, ready to set up in your rendering plant. It will furnish you an endless amount of inexpensive power without the need of maintaining expensive boiler power. Maintenance costs are at an absolute minimum. Operating on hydraulic oil, the Dupps 9-A Electric Hydraulic Pump is fully adjustable as to pressure and volume of oil flow. It is equipped with a return reservoir and equipped with a separate circulating pump and replaceable filter element. You can have your 9-A Electric Hydraulic Pump equipped with an automatic timer to time dwell periods. The motor size is 5HP maximum. The pressure is 5000 PSI. Size 31" wide x 42" high x 51" long. Shipping weight 2000 lbs.

## 9-B ELECTRIC HYDRAULIC PUMP

For use with 150 ton presses

Will deliver up to 5000 PSI, and both pressure and rate of flow are adjustable. Can be supplied with an automatic timer at additional cost. The 9-B has essentially the same characteristics as the 9-A Hydraulic Pump; however, it delivers less volume. The motor size is 2 H.P. size 31" wide x 40" high x 51" long. Shipping weight: 1200 lbs.

Write

**THE DUPPS CO.** Germantown, Ohio

1958

PURCHASING GUIDE

## This Symbol

... indicates those companies who are supplying specifications and detailed buying information on their products (or services) in the 1958 Purchasing Guide—to help you make better buying decisions.

Be sure to study their product information pages when consulting the Purchasing Guide.

### GET THE FULL STORY

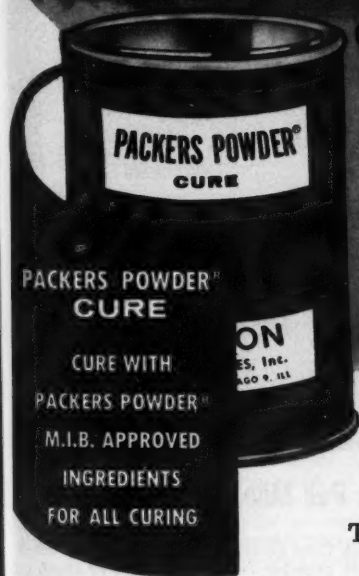
You're undoubtedly using the Purchasing Guide as a matter of course when working on buying decisions. Why not gain the greatest possible benefit from its use by making it your practice to study the special product information pages carried by many of the leading suppliers to your industry? Here is the place to go for detailed, specific information—the kind you need to make the best possible buying decisions.

The torch symbol is being used by many of our National Provisioner advertisers to indicate to you that they carry detailed product information in the pages of the 1958 Guide. Look for this symbol and let it light the way for you to better buying.



# The Sure Cure

*again... and again  
and Always!*



## PACKERS POWDER® CURE

The users of this product reads like "The Who's Who" in the industry!  
Hundreds and hundreds of daily users of  
Packers Powder Cure attest to its reliability.

You Can't Afford Not to Try a Drum on Approval!

- FOOL PROOF • FREE FLOWING
- PERFECTLY INTEGRATED • NO WET SPOTS

**Kadison**  
LABORATORIES, Inc.  
703 W. ROOT • CHICAGO 9, ILLINOIS

*Manufacturing Chemists for the Food Industry*



**ANNOUNCING  
NEW  
FIRESTONE  
RUBBER - X  
THE LONGEST  
WEARING RUBBER  
EVER USED  
IN TRUCK TIRES!**

**Now, More Than Ever, You Can't Buy a Tire that Costs Less Per Mile Than Firestone!**

Firestone scientists and engineers took a long step into the future to develop Firestone Rubber-X. It's a brand-new kind of rubber . . . and it's going to revise all of your present ideas about truck tire wear and performance.

Exhaustive tire tests proved conclusively that truck tires made with Firestone Rubber-X resist the abrasion and wear that shorten the life of ordinary tires. On drive wheels or

free-rolling wheels truck tires built with Firestone Rubber-X will give you the lowest possible cost per mile. Try them on your *toughest* wheel position.

Buy *tubed* or *tubeless* truck tires with Firestone Rubber-X in any cord . . . Firestone S/F (Shock-Fortified) nylon or rayon, or STEELCORD® by Firestone. Firestone Rubber-X is yours at *no extra cost*. See your Firestone Dealer or Store now.



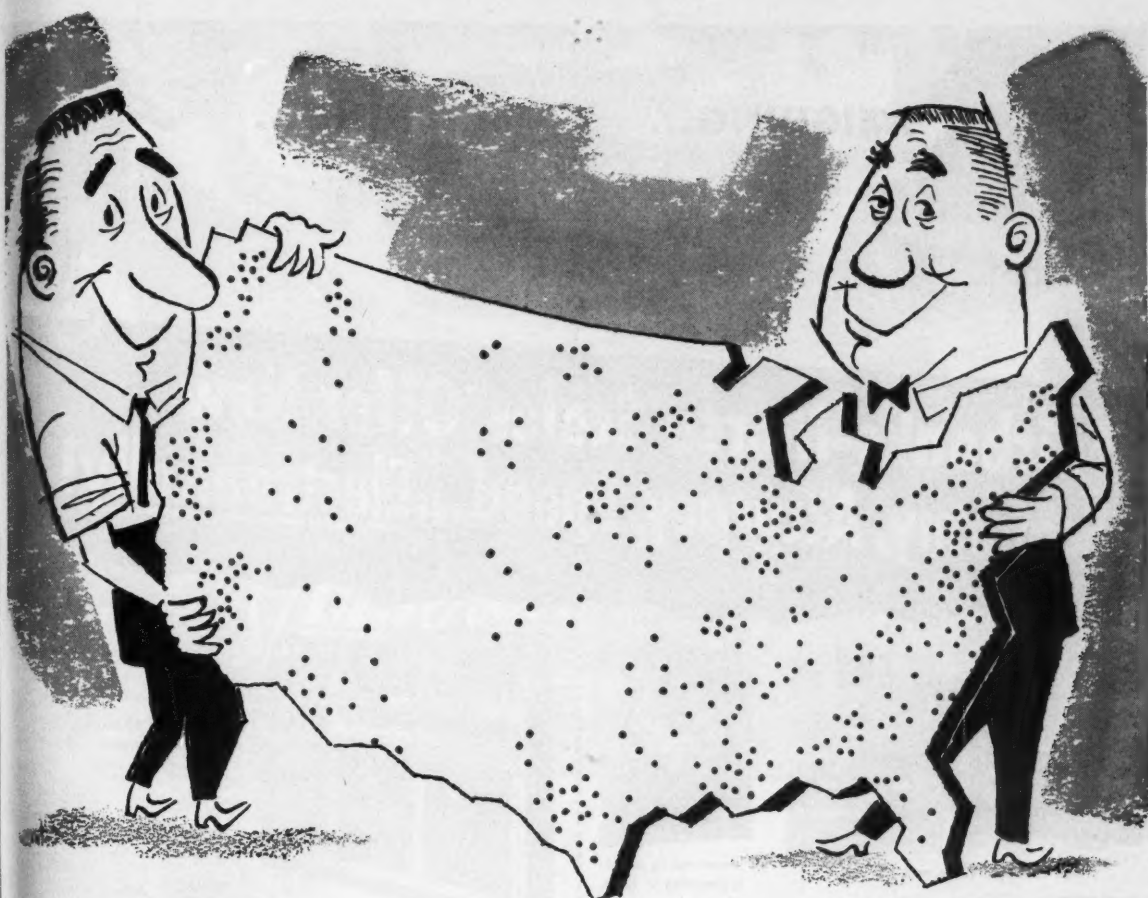
TRANSPORT®

SUPER ALL TRACTION®

**Firestone**

**BETTER RUBBER FROM START TO FINISH**

Copyright 1958, The Firestone Tire & Rubber Company



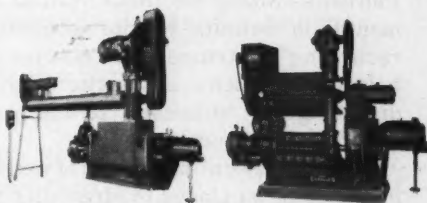
*Look at the*

*Nationwide Acceptance of*

# ANDERSON EXPELLERS!

*Each red dot represents  
an Expeller installation*

Look anywhere in America and you'll find industry's Number 1 choice is Anderson Expellers! Such leadership results from having the best equipment on the market. Anderson's engineers pursue vigorously a program of research and development in the fields of engineering design and metallurgy. As new designs are tested and proved, they are rapidly incorporated into Expeller manufacture. This constant attention to new ideas, methods and materials makes Anderson Expellers the outstanding machine in its field today. Look at the map. Find an Expeller installation near you. Let us show you without obligation what an Expeller equipped plant can do for you.



**THE V. D. ANDERSON COMPANY**

*division of International Basic Economy Corporation*

1965 West 96th Street • Cleveland 2, Ohio

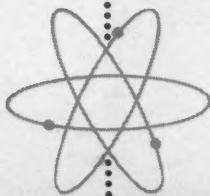
*Only Anderson makes Expellers!*



See page F/An



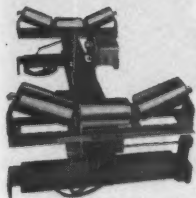
**WEIGHING...**



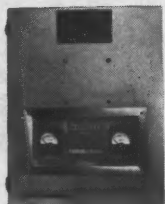
**BATCHING...**



# Fairbanks-Morse Scales Offer New Economy, Accuracy, Speed...Electronically!



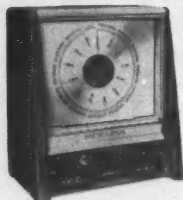
Belt conveyor scale and instrument



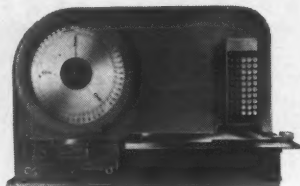
Read-out to auto-typewriter or tape



Punch card operated sequence batcher



Desk instrument for weighing



Desk instrument for weighing and printing

Sequence batcher for manual programming



## Even Adapts to Present Mechanical Systems

Fairbanks-Morse electronic control and instrumentation permits remote location of weight recording instruments...assures automatic balance detection...automatic ranging without drop-weights...automatic zeroing...pushbutton recording and much more.

This same electronic control of weight measurement can be employed to streamline your batching operation. You can select precise quantities of all materials...in proper sequence...at the push

of a button. Or you can put the batching formula on a punch card and do the whole job automatically.

Weight readings can be fed to automatic typewriters, adding machines, tape punchers, etc. Chances are your present lever system can be converted to electronic operation.

For more information write today for new literature. Fairbanks, Morse & Co., 600 S. Michigan Avenue, Chicago 5, Illinois.



# FAIRBANKS-MORSE

*a name worth remembering when you want the BEST*

SCALES • PUMPS • DIESEL LOCOMOTIVES AND ENGINES • ELECTRICAL MACHINERY • RAIL CARS • HOME WATER SERVICE EQUIPMENT • MAGNETOS



SWIFT'S  
*Superclear*  
GELATIN

... For customer confidence in jellied meats

Swift's Superclear Gelatin is *made for meats*. It combines properties of high strength, sparkling clarity and quick set which help promote the appetizing qualities your customers look for, buy and *come back* for in jellied meats.

Superclear is a real meat man's gelatin. A trial will prove its ability to produce a dependable, uniform and attractive jelly. Note the greater stability—how it *locks in* the flavor and freshness. Write for an economical trial order. See the superiority of Superclear—for yourself. Return the coupon today.

ONE TRIAL IS BETTER  
THAN A THOUSAND CLAIMS



*To Serve Your Industry Better*

SWIFT'S SUPERCLEAR GELATIN  
FOR CANNED HAMs, TOO.

Superclear possesses the uniformity and flavor sealing properties which make it ideal for use in canned hams.



Swift & Company, Gelatin Dept.  
1215 Harrison Avenue, Kearny, New Jersey

GE-4

Please send us:

- ☐ Information on Swift's Superclear Gelatin.
- ☐ 100 \* trial drum of Superclear to be tested in our operations. If not fully satisfied, we may return it for credit at Swift's expense.

Company Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_  
Your Name \_\_\_\_\_

This offer expires August 14, 1958

#150 Boss "H-Control" Hydraulic Grate Dehairer. The hydraulic controlled dehairer with simplified "H" type lever control.



## Complete DEHAIRING Control

Mechanical muscles directed by a single "H TYPE" lever, gives the operator complete control of throw in, throw out, cradles at all times.

"H TYPE" shift lever operates in a manner similar to automotive shift

levers. The #150 BOSS "H-Control" Dehairer's smooth, powerful, hydraulic action, responds instantly to operator's touch. Injury to hogs is eliminated by constant "H-CONTROL" and through the flexibility of hydraulic action.

### POINTS FOR PURCHASERS

Heavy steel construction throughout.

Grate bars—extra heavy, high quality, cast iron.

Cradles—perfectly formed forged steel, reinforced with welded-in tie rods.

Scraper shaft turns on self aligning, totally sealed, roller bearings.

Totally enclosed reducer gears running in oil.

Hog killing and kindred equipment to go with dehairers.

Spray pipes with Globe Valve and powerful force spray nozzles.

Standard 10 H. P. motors.

12 standard, 4 point stars, fitted with 4" BOSS belt scrapers.

Installation supervision by factory service man available.

Capacity 125 hogs per hour.

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THE *Cincinnati* BUTCHERS' SUPPLY COMPANY  
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Today, as 24 years ago...



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## *the Only Modern Cure Balance-controlled by Flash Fusing!*



### **NO MATCH FOR UNIFORMITY AND HIGH pH OF PRAGUE POWDER**

The micropolariscope shows how mechanically (dry) mixed crystals remain separated—free to tumble about, out-of-balance.

PRAGUE POWDER ® U.S. Pat.  
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PRAGUE POWDER begins as a boiling crystalloid. Its microscopical crystals are formed and permanently balanced the instant all ingredients—including balanced amounts of nitrite and nitrate—are *fused as one!* PRAGUE POWDER is exceptional for uniformity and high pH!

That's why PRAGUE POWDER always starts to develop color instantly! Speeds the enzymic action that breaks down proteins and brings out the cured meat flavor! And does so *safely* in minimum time! Isn't it time to change to controlled curing with modern PRAGUE POWDER.

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## 22 minutes, 6 bolts, and she's ready to roll!

It never takes long to repair a Thermo King unit. Rigs roll in—we fix 'em right quick, or put in a fast replacement. And out they go, sometimes in minutes.

No need to disturb the cargo. No waiting for parts. No long replacement worries. You won't believe it, but we can change out a whole unit—from the outside—by just unscrewing 6 bolts!

Service is a big thing with Thermo King. It's the only outfit in the business that backs you up

with service all over the country. You can find a Factory Authorized Service station like ours along every truck route in the States and Canada. And besides that, a fleet of Thermo King station wagons with engineers will help you out of a rough spot in an emergency day or night.

Like I learned back at the factory school: Thermo King truck refrigeration units are the best in the world. A supply of factory parts and guys like me help keep them that way.



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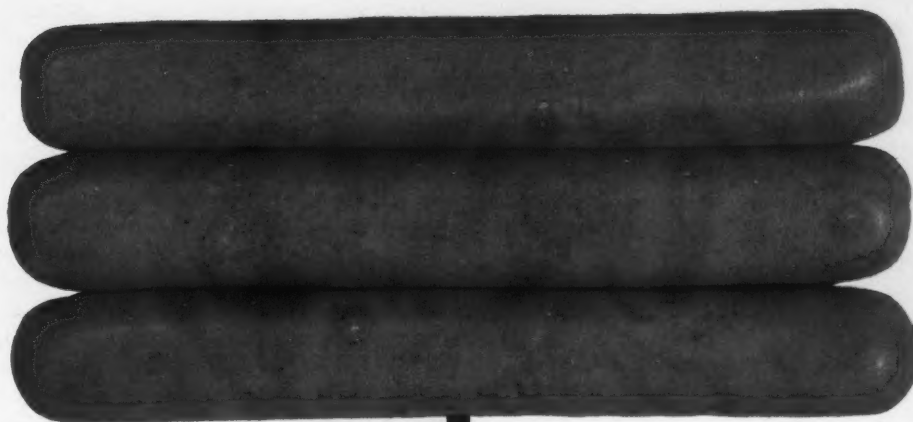
**THESE FRANKS WERE CURED WITHOUT PFIZER ISOASCORBIC ACID...**

Do you know how your franks look after a day in the retailer's showcase? Will they become a little gray-tinged like this? Not so appetizing are they? But color can break down in meat that's still perfectly fresh. The trouble is the housewife, who judges freshness by color, doesn't appreciate this. Time and factors such as the fluorescent light in showcases cause color fading and graying. Protect your processed meat products against this sales handicap with Pfizer Isoascorbic Acid or Sodium Isoascorbate.



Which *franks* would you bring home?

Actual comparison photos taken after a day in a showcase under fluorescent lighting.



**THESE FRANKS WERE CURED WITH PFIZER ISOASCORBIC ACID...**

Every housewife wants to buy franks that have appetite-appealing color like you see here. Isoascorbic acid insures this better cure color, and makes fresh looking color last much longer in the showcase, too. Improve your sales the easy, low cost way. Cure with Pfizer Isoascorbic Acid or Sodium Isoascorbate.

Turn page for directions on how to use Pfizer Isoascorbic Acid in processed meats. Mail coupon for free sample. —>

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# How to insure that your franks are the ones that go home



By the use of Pfizer Isoascorbic Acid or Sodium Isoascorbate, you can insure that your products will be at their eye-appealing best when the housewife sees them in your retailer's display case. Here's how—

## To Protect Franks and Pre-Sliced Bologna, Salami...

With the steady increase of products pre-packaged for self-service, a greater need exists for the color protection of cooked and cured meats such as franks, bologna, salami, etc.

Generally,  $\frac{1}{2}$  to  $\frac{3}{4}$  ounce of isoascorbic acid or  $\frac{5}{8}$  to  $\frac{7}{8}$  ounce sodium isoascorbate should be used per 100 pounds of meat going into the chopper. (It's best added, however, toward the end of the chop—in solution.)

By experimenting, you will find that addition of Pfizer Isoascorbic Acid allows you to improve your smoking procedure. You can shorten smoking time. However, you should keep smoking time long enough to reach internal temperature

of 155°F. and to maintain this temperature for at least 15 minutes. Be careful not to raise the temperature too rapidly—casing might rupture or emulsion break.

## Save your customer that lost slice

Protecting the color of whole bolognas and salami is just as important as protecting those sold pre-sliced. Here's why. Once an untreated whole bologna or salami is sliced, the end piece is exposed to the greying effects of oxidation and fluorescent lighting. When the color becomes too grey, most retailers slice off the end piece and throw it away. Unfortunately, more than meat is lost. Up to the point where the butcher cuts off the end piece, its faded and unappetizing surface is a poor salesman for your products. Sales as well as meat are lost.

Remember, flavor is *not enough* in your products. They must also have eye-appeal for the housewife.

### BUILD SALES! MAIL THIS ACTION COUPON TODAY!

I want to see what Pfizer ☐ Isoascorbic Acid (☐ Sodium Isoascorbate) can do for my processed meats. Please send me work sample and include your Technical Bulletin 94 — Pfizer Products for the Meat Industry, plus a convenient wall chart for preparing isoascorbic solutions.

Name

Position

Company

Street

City  State

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Chemical Sales Division  
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Branch Offices: Chicago, Ill.;  
San Francisco, Calif.; Vernon, Calif.;  
Atlanta, Ga.; Dallas, Texas

Quality ingredients for the food  
industry for over a century

**Pfizer**

JUNE 14, 1958

VOL. 138 No. 24

## No Sure Markets

As we consider the scientific and technological developments of the last 50 to 100 years we cannot escape one conclusion: No industry has "sure markets."

In the field of by-products the meat packing industry has been taught this modern truism in a painful way by the disappearance of some of its domestic outlets for inedible fats and hides. Present trends in the development of specialized feeds for livestock and poultry cannot be described as "encouraging" with respect to their use of animal by-products.

It may be comforting to believe that the status of the industry's major product is unassailable, and that as long as people need food, and meat is the best food, no substitute or alternative nutrient can challenge its status. However, we would feel a good deal more happy if it were not for the fact that the same belief has been cherished in the past about a great many commodities and manufactured products that are no longer grown or made.

While we do not expect to see Americans subsisting on algae within the next few years, scientists some day may find a way to produce an appetizing and nutritious protein food that is meat's equivalent by a method that is more economical and less hazardous than putting feed through a hog or steer.

With such a product, and the force of advertising—publication, radio, TV, subliminal and heaven knows what—behind it, meat might lose its preferred position very rapidly. We can even hear a "commercial" singing in our ears right now:

"Eat your Biffo, little man,  
You're muscle bound with every can."

The industry, of course, cannot prevent the inevitable, but it can use research as a tool to find new uses for its products and to modify those products—shape, texture, flavor, color and other characteristics—so that they will be most in keeping with consumer needs and desires.

## News and Views

**A Net Loss** of \$26,156 on sales of \$189,843,130 was reported by John Morrell & Co., Chicago, for the 26 weeks ended May 3, 1958. In the comparable fiscal 1957 period, the company had a net loss of \$688,056 on sales of \$184,561,887. W. W. McCallum, president, pointed out that the company uses the Last-In, Last-Out (LIFO) method in valuing pork inventories for financial statement purposes; consequently, market appreciation of inventories is not reflected in operating results. "The increase in sales dollars for the six-month period," McCallum said, "can be attributed to a higher price level for most meat products as tonnage sold was somewhat less than for the same period of the previous year. Extremely light supplies of livestock have caused this decrease in tonnage and also have contributed to our unfavorable operating results. Continual action is being taken to reduce expenses in all areas of operations, and capital expenditures are being held to a minimum in order to conserve working capital." (See page 24 for other reports.)

**NIMPA's New** sales training program was launched late last week in Kansas City where the first of a series of seven training centers for sales managers and supervisors was conducted by NIMPA's Fred Sharpe. Assisting was James Burdette of Arbogast and Bastian Co., Allentown, Pa., who discussed the use of psychological testing in the recruitment, hiring and retention of salesmen. The Hotel Belmont Plaza, New York City, was the site of the second center on June 12-14. Purpose of the centers is to train sales trainers. Dates and places of others scheduled are: No. 3, June 19-21, Palmer House, Chicago; No. 4, June 26-28, Statler-Hilton, Dallas; No. 5, July 10-12, Dinkler-Plaza, Atlanta, Ga.; No. 6, July 17-19, George Washington Hotel, Jacksonville, Fla., and No. 7, July 24-26, Deshler Hilton, Columbus, O.

**Two New York** locals of the Amalgamated Meat Cutters and Butcher Workmen of North America (AFL-CIO)—Retail Local 342 and Packinghouse Local 640—have been placed under receivership by the international union. Thomas J. Lloyd, Amalgamated president, also announced that the executive board "by unanimous consent" accepted the resignations of Max Block and Harold Lippel from their union posts and demanded the resignation of William Cassale. Max Block's brother, Louis, also reportedly was told he should resign as administrator of the two New York locals' welfare funds. Investigation by the international executive board followed testimony before the Senate rackets investigating committee that the four men manipulated union funds and were beneficiaries of secret annuities.

**A Second Meeting** of the intra-industry committee representing the three major trade associations has been scheduled for Friday, June 27, at the Palmer House, Chicago. Talks by the representatives of the American Meat Institute, National Independent Meat Packers Association and Western States Meat Packers Association will continue along the lines of general industry problems discussed at the first meeting last April.

**A Supplemental** appropriation of \$2,100,000 to provide additional meat inspectors was requested of Congress by President Eisenhower this week. The accompanying message said that the number of plants requesting inspection service has increased sharply since the fiscal 1959 budget for the Department of Agriculture was transmitted to Congress. The budget request for \$17,326,000 was appropriated by Congress in April.

**Los Angeles Will** be the site of the 13th annual meeting of the Western States Meat Packers Association. The board has set the convention for March 16-19 at the Hotel Statler.

## PACKER RESULTS

# Some Earn More, Some Less, in First Six Months

### All Wilson Meat Operations Profitable in First Half Of Year, President Reports; Earnings Increase 42%

Operations of each of the major meat divisions of Wilson & Co., Inc., Chicago, were profitable during the six months ended April 26, 1958, James D. Cooney, president, reported in a message to stockholders.

"Significant improvement over the corresponding period last year was shown by some divisions, especially pork and sausage," he said, "while profits of other divisions were lower, caused in part by reduced livestock supplies. Aggregate net results of the units not directly associated with meat operations were also profitable and showed a little improvement over last year."

Net earnings for the first half of the 1958 fiscal year amounted to \$3,756,628, an increase of more than 42 per cent over the \$2,640,724 earned in the comparable period a year earlier. The net income for the first six months of this year was equal to \$1.50 per share of common stock, as against \$1 per share in 1957.

Results of Wilson's foreign subsidiaries were somewhat less profitable during the first six months than a year earlier, due primarily to a sharp reduction in earnings in New Zealand. "Dividends of \$879,273 were received

this year from foreign subsidiaries, compared with \$764,572 in the corresponding period a year ago," Cooney reported.

Net sales and operating revenues of the company and domestic subsidiaries totaled \$324,127,465, compared to \$313,766,837 in the first half of fiscal 1957. "Reduced supplies of livestock available for slaughter adversely affected the company's sales volume during the first half of the year," Cooney commented.

The Wilson president emphasized that semi-annual earnings in the meat packing industry are not a reliable indicator of results for the year as a whole. "However," he added, "profitable operations currently and a more favorable outlook for supplies give us confidence that our company will make a creditable showing during the last six months of the year."

Cooney also announced that the company has filed with the Securities and Exchange Commission in Washington a registration statement relating to \$15,000,000 of 20-year sinking fund debentures. If market conditions are favorable, it is expected that these debentures will be sold later to underwriters for public offering by them.

### Swift Mid-Year Profit Declines to \$2,516,153

Sales of Swift & Company, Chicago, for the first half of the 1958 fiscal year, which ended April 26, increased while net earnings for the same period declined, president Porter M. Jarvis announced this week. Operations during the six-month period resulted in a net profit of \$2,516,153, compared with \$3,554,788 for the same period last year. Dollar sales totaled \$1,257,560,000, a slight increase over \$1,253,310,000 in 1957.

Because of the seasonal nature of the business, Jarvis emphasized, interim statements should not be con-



P. M. JARVIS

sidered as indicative of the return for the full year.

"During the first six months of the fiscal year, there have been substantial price advances in many raw materials," Jarvis said. "This is principally true of livestock—due to short supplies of cattle and hogs available for processing. Unfavorable margins between buying and selling prices resulted in reduced earnings in our meat operations."

"The higher level of prices has also contributed to a reduction in earnings because of the impact of the Last-in, First-out (Lifo) method that we use in valuing a substantial portion of our product inventories. Under this method, when prices advance, the unrealized appreciation in inventory values (paper profits) is not reported as income. When prices decline, Lifo provides protection against losses in inventory values."

"Nothing in the general business outlook suggests any major change

between now and the close of the fiscal year. We are continuing to emphasize cost control in all divisions of our business. Historically, meat packing operations usually experience better business in the last six months of the fiscal year."

### Rath Net Dips Sharply In First Fiscal Half

Net income of The Rath Packing Co., Waterloo, Ia., dropped more than 49 per cent in the 26 weeks ended April 26, 1958, compared to the first half of fiscal 1957, despite an increase in dollar sales. H. H. Rath, chairman of the board, reported to stockholders this week.



H. H. RATH

Income after provision for income taxes, amounted to \$142,094, or 14c a share, as against \$278,270, or 28c a share, in the first half of 1957 and \$2,825,421, or \$2.85 a share, in the like period of 1956.

The lower earnings "reflect an unfavorable balance between livestock and other costs on the one hand and prices for our finished products on the other," Rath explained. The company is "hopeful" that earnings will show improvement in the second half of the year, based on government forecasts for greater livestock supplies, he added.

Sales amounted to \$144,699,193 in the first half of this year, an increase of 3.5 per cent over the total of \$139,813,548 a year earlier, but tonnage dropped more than 8.3 per cent, Rath said. The much higher income in the first half of 1956 was from sales of \$125,458,508.

### Cudahy Sales, Net Rise In First Fiscal Half

Net income of The Cudahy Packing Co., Omaha, for the six months ended May 3, 1958, rose to \$1,255,839, equal to 67c a share, compared to \$792,347, or 37c a share, in the comparable 1957 period, Louis F. Long, president, reported to stockholders this week.

Earnings were not subject to in-

[Continued on page 45]

SAFETY RECORD pleases (left to right) Phil Denver, personnel manager; Garland Wilson, vice president, and E. Y. Lingle, president.



# Seitz Safety Record Improves With Pinpointing

## of Accident Types, Persons, Places and Times

IF THE controversial subject—"Are men or women better drivers?"—ever wears out, Seitz Packing Co. of St. Joseph, Mo., is in a position to supply ammunition for a new debate on "Is a woman a safer employee than a man?"

In its recent "1957 Safety Review," which has been distributed to all Seitz employees, the company reports that female workers, who constitute 30 per cent of the working force, accounted for only 3 per cent of the accidents in 1957. Since knife cuts, falls and foreign matter in the eye ranked as the three principal kinds of accidents, it can hardly be argued that the type of work performed by women accounted for the difference.

For three years Seitz women employees have worked more safely than the men and have shown a marked improvement in their safety record. In 1955 17 percent of the accidents "happened" to women; 27 per cent in 1956 and only 3 per cent in 1957. Their ratio to total employment has been constant at 30 per cent.

While Seitz management (discreetly) is taking no sides in the argument, it is raising the question to stimulate employee interest in safety, says E. Y. Lingle, president. A major part of the Seitz safety program is designed to generate a competitive spirit in working more safely. Any improvement in safety is certain to benefit all, observes Lingle.

An organized safety program has been in effect since 1954 and is credited with progressive reduction in the number of lost time accidents, even with an expanding work force, reports Garland Wilson, vice president. During 1954 accidents numbered 51, but in 1957 they had dropped to 30. The 1957 total was smaller than in 1956.

Since the firm transferred its beef

TABLE I: NUMBER OF ACCIDENTS

	1954	1955	1956	1957
Drivers	1	1	1	0
Day packing	3	4	1	
Kill floor & tankhouse	9	4	11	
Night packing & shipping	6	8	2	
Sausage kitchen	6	7	4	
Engineers	3	2	4	
Plant coolers	2	3	3	
Beef boning	4	3	5	
Total	51	34	32	30

operations to a new plant during 1957, the improvement was actually greater than the mere numbers indicate. The new plant employs a larger crew who are working in new surroundings with new equipment.

In order to develop a spirit of personal participation and competition, the various departments in the company are organized into safety teams and the standings are posted each month. The year-end standing of each department is published in the safety report. Management believes that the grouping is relatively fair since there is no such thing as a safe job, but there is a safety-oriented employee. It is pointed out, for example, that falls, which ranked second in the accident list, can happen anywhere inside or outside the plant if the employee is careless. Personnel manager Phil Denver, who directs the company's safety program, says that posting the safety standings has aroused

competition between the departments and between the two plants. The firm's beef and rendering operations are conducted at the new plant, while sausage making and packaging are conducted at the older unit. The firm has about 240 workers.

The Seitz truck drivers, who are exposed to many hazards in handling product, climbing in and out of trucks, opening and closing doors, etc., took top honors for 1957 with a perfect no-accident year. During 1956 the same group worked 11½ months before experiencing an accident at work.

The best improvement was made in 1957 over 1956 by the night packing and shipping department which reduced its accidents from eight to two. The day packing and sausage departments also worked more safely. The beef kill and tankhouse department had the highest number of accidents in 1957, going from four to 11. The transfer of operations to the new plant and the gang buildup were partially responsible for the increase, comments Denver. The departments with the most accidents in 1956 were night packing and shipping and the sausage kitchen which had eight and seven accidents, respectively. Table I shows the year-end departmental standings.

Correlation of accidents with the calendar shows that they rose during the summer months, the vacation and peak production period. During these months there was an increase in overtime and in the transfer of employees to balance departments. The greatest number of accidents—eight—occurred in August followed by September with five. The non-vacation months of heavy kill—December, January and March—had one accident each, while February had none. These figures

TABLE II: NATURE OF INJURIES

Nature of Injury	No. of Accidents		Pct. of Total	1957 Pct. Deviation From 1956	
	1956	1957		1956	1957
Cuts	16	16	48	53	+5
Falls	4	4	12	13	+1
Foreign matter in eye	2	4	6	13	+7
Miscellaneous	11	6	34	21	-13
Total	33	30			

seem to support the hypothesis that outside distractions are heavy contributors to in-plant accidents, comments Lingle.

A point that will be explored at this year's safety meetings is the time of the accidents. As the work day progresses, so does the accident rate rise, management found. During 1957, 63 per cent of the accidents occurred

The latter is usually one of the plant managers, George McGlumphy or William Dillinder, or an executive officer. Membership on the committees is rotated and committee size depends on the number of employees in the department. If a department is skidding in safety performance, all its workers become safety committee members and attend a meeting of

TABLE III: MONTHLY REPORT OF ACCIDENTS, DECEMBER, 1957

Department	No. of Accidents		No. of Days Away From Job		Man hours Worked		No. of Days Missed per 1000 hrs.		Standing	
	This Month	To Date	This Month	To Date	This Month	To Date	This Month	To Date	This Month	To Date
Drivers	0	0	0	0	2,355	32,345	.00	.00	1	1
Day packing	0	1	0	1	3,406	37,402	.03	.03	2	2
Sausage manufacturing	0	4	0	4	3,416	51,525	.08	.08	3	3
Engineers	0	4	0	4	2,113	27,301	.16	.14	4	4
Ngt. packing & shipping	0	2	0	32	3,497	63,481	.53	.50	5	5
Plant l. beef cooler	0	3	0	12	2,568	21,950	.62	.55	6	6
Beef boning	0	5	0	10	1,019	16,252	.66	.62	7	7
Kill floor & tankhouse	1	11	1	37	3,883	50,974	.75	.73	8	8
TOTAL (ALL DEPTS.)	1	30	1	100	22,654	301,431	2.36	.33		

<sup>1</sup>Includes day of injury

<sup>2</sup>Part of 1957 kill was conducted in smaller plant since sold. New plant started late in 1957.

during the second half of the shift. Remedial measures are being sought to correct this situation, according to Denver.

The principal types of injuries at the Seitz plants in 1957 were cuts, which accounted for 53 per cent of the accidents, and falls, for 13 per cent. Table II shows the injury record. While the actual number of these injuries did not increase, their percentage values did. A good many of the 16 cut injuries were due to a lack of job knowledge or unnecessary exposure, asserts Denver. Target for the current year's safety effort is the enforcement of rules requiring workers to wear protective equipment, such as mesh gloves, proper knife pouches, etc., all of which should reduce the incident of knife injuries, he declares.

In the annual report, the accidents are listed by department and type of injury sustained. This has a two-fold effect, states Lingle. First it strikes down the man of straw, "It cannot happen to me." The specific listing shows the employee that his co-workers have been injured and, obviously, it can happen to anyone who becomes careless. Second, it appeals to the pride of the worker. No one wishes to make the accident list.

As an additional incentive Seitz awards \$100 to the winning department, which is used to buy prizes, such as fountain pens for the members of the department, and to pay for an award luncheon.

Along with the contest, the safety program utilizes the departmental safety committee. Each of the eight plant departments has a committee which meets once a month with Denver and a management representative.

about 15 minutes on company time.

Management believes that rotation of membership on the committees, and having employees actually participate in safety sessions, spreads safety awareness. Furthermore, since each committee deals only with its own department, the members talk and plan for familiar conditions and people. As part of its meeting, each committee inspects its department, discusses findings and reviews accidents that may have occurred during the month. It also reviews all plant accidents to see how the contributing factors might affect work performance in its own department.

Active management participation is an essential element in the Seitz safety record. The working habits of an employee, or the safety record of a supervisor, are always reviewed when promotions or transfers are being considered, says Lingle.

The program has paid out in many ways, reports Wilson. The firm's accident record is shown in Table III. Wilson believes that with continued attention to the seemingly small factors that contribute to unsafe work, such as wearing jewelry or the failure to wear hard hats in certain departments, the record will be improved.

### 'Food Comes First' Theme

The contribution of food to national and world security will be dramatized at the opening session of the annual convention of the National Association of Retail Meat and Food Dealers, set for August 17-20 at the Schroeder Hotel, Milwaukee. NARMFD has adopted as its convention theme the "Food Comes First" slogan of the National Food Conference held last February.

## Chemetron Buys ANCO; To Work With Girdler Division

All of the common stock of The Allbright-Nell Co., a leading manufacturer of machinery and equipment for the meat industry, is being acquired by Chemetron Corporation with headquarters in Chicago.

Charles J. Haines, president of Chemetron Corporation (formerly National Cylinder Gas Company), said the Allbright-Nell organization will be operated as a subsidiary of Chemetron Corporation and will coordinate its production and sales activities with the firm's Girdler Process Equipment division of Louisville, Ky.

The Girdler Process Equipment division manufactures Votator continuous-process equipment for the food, chemical and petroleum industries. Votator high-speed container fillers and Thermex high-frequency industrial dielectric heating equipment.

The acquisition will be by exchange of 70,000 shares of Chemetron Corporation common stock (currently quoted around \$34.50) for all outstanding common shares of Allbright-Nell Company stock, Haines said.

The Allbright-Nell Company produces meat packing machinery and equipment under the "Anco" trade name for the meat packing and allied industries in the United States and abroad. The company operates a 200,000-sq. ft. manufacturing and assembly plant and product development center at 5323 S. Western boulevard, Chicago. It employs about 260.

The company was founded in 1902 by William B. Allbright and has been operated by his sons since his death in 1939. John G. Allbright is chairman of the board, Norman J. Allbright is president, and L. L. Crawford is vice president and sales manager. They will continue to supervise sales and operations, Haines said.

## Meat Use Estimate Reduced

Consumption of meat per person for this year, previously estimated at about 158 lbs., has been revised downward to 151 lbs. The downward revision was prompted by the continuing lag in livestock slaughter, which, although expected to come closer to last year's volume later this year, does not merit a higher disappearance average, says the USDA.

## Urge Larger Livestock Board

The Kansas State Legislative Council has authorized the drafting of a bill to broaden membership of the State Livestock Commission to include a veterinarian.

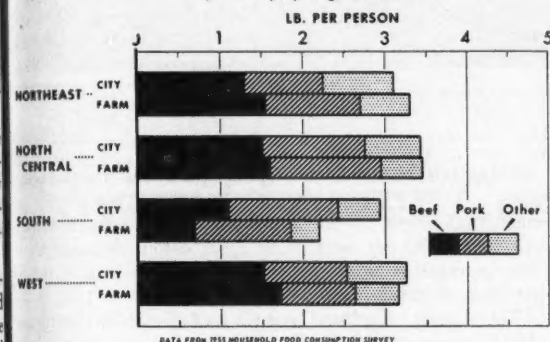
# Consumption Patterns for Meat in City and on Farm

**M**EAT packers, sausage makers and other distributors of meat may find information upon which to intensify or modify their sales efforts if they study a special report on consumption patterns for meat just issued by the Agricultural Marketing Service, U. S. Department of Agriculture.

Survey interviewers asked scores of specific questions of farmers and of the folks in small towns and cities

## URBAN AND FARM USE OF MEAT

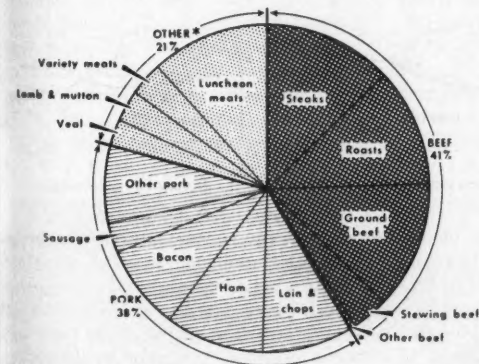
Survey Week, Spring 1955



DATA FROM 1955 HOUSEHOLD FOOD CONSUMPTION SURVEY

in all parts of the United States. They asked homemakers to tell what foods their families ate at home during the previous week; the number of meals served; how many persons dined and the family's income. All data are based on reports from all households, urban house-

## KINDS OF MEAT CONSUMED, SPRING 1955



\* INCLUDES BEEF AND PORK AS COMPONENTS OF LUNCHEON MEATS. DATA FROM HOUSEHOLD FOOD CONSUMPTION SURVEY.

holds, rural non-farm households, and farm households, and the survey covered the northeastern, north central, southern and western regions of the country.

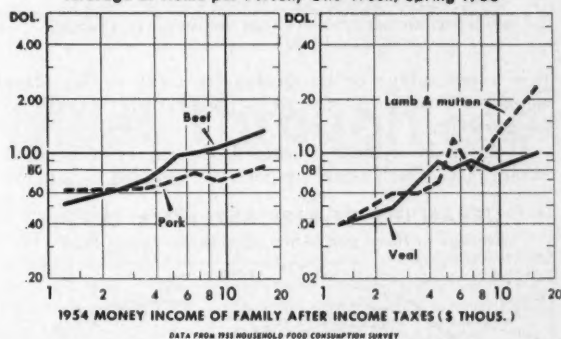
The study revealed that meat averaged 25 per cent of the food budget for all families. It was a higher percentage in cities than on farms, primarily because city incomes were higher. Beef and pork accounted for 79 per cent of all meat eaten. Veal, lamb, variety meats, frankfurts and other luncheon meats made up the remaining 21 per cent of the meat consumed.

Half of all meat consumed was in the form of fresh or frozen cuts; the other half was in processed form—hamburger, sausage, frankfurts, canned meats, etc. Meat consumption was highest in the north central area and the west. The northeast ate a little less beef than the west, and a little less pork than the north central section.

The survey turned up other facts about meat eating according to regions. For example, farmers and city folk had similar meat diets in the north central, the northeast, and the western regions. Farmers obtained one-half of their meat supply from slaughter of their own livestock. A factor which had a bearing on farm con-

## VALUE OF MEAT USED, URBAN FAMILIES

Average at Home per Person, One Week, Spring 1955



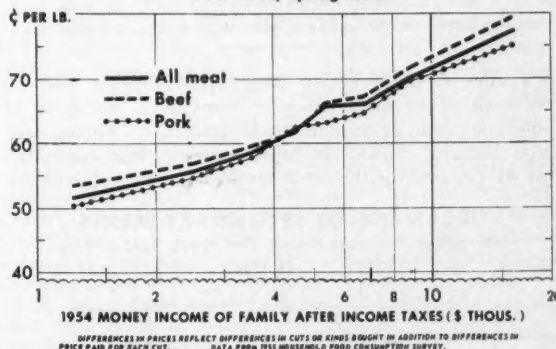
DATA FROM 1955 HOUSEHOLD FOOD CONSUMPTION SURVEY

sumption of meat was that new refrigeration facilities have become available, and this equipment has facilitated a shift from pork to beef among farm meats consumed.

The breakdown on this national survey is too extensive for reporting here, but the most important factors in-

## PRICE PAID FOR MEAT, URBAN FAMILIES

One Week, Spring 1955



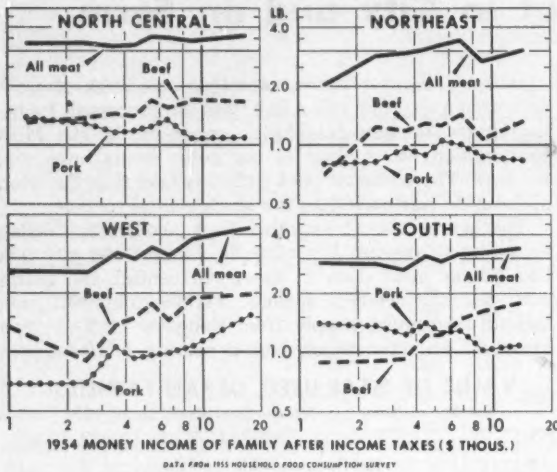
DIFFERENCES IN PRICES REFLECT DIFFERENCES IN CUTS OR KINDS BOUGHT IN ADDITION TO DIFFERENCES IN PRICE PAID FOR EACH CUT. DATA FROM 1955 HOUSEHOLD FOOD CONSUMPTION SURVEY.

volving dollars and cents expenditures by regions and by groups for cuts of meats are given on Page 28.

First of all, it was demonstrated that meat ranks as the No. 1 item in the food budget. It claimed 25c of the survey families' food dollar. Its nearest competitor was dairy products with 17c. Meat ranked high everywhere. The position of meat in the diet depends in large measure on the purchasing power available to consumers. The south, as a region, and farm families everywhere, ate

less meat because the people's incomes were lower. However, in relation to their incomes, these groups ate as much or more meat than others. For instance, the south spent as

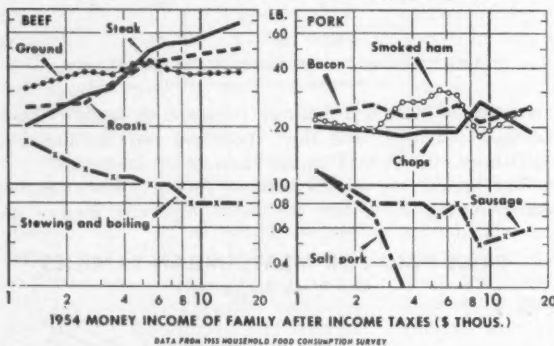
#### URBAN USE OF MEAT AT HOME Average per Person, One Week, Spring 1955



high a percentage of its income for meat as did other regions—6.9 per cent against a countrywide average of 6.7 per cent.

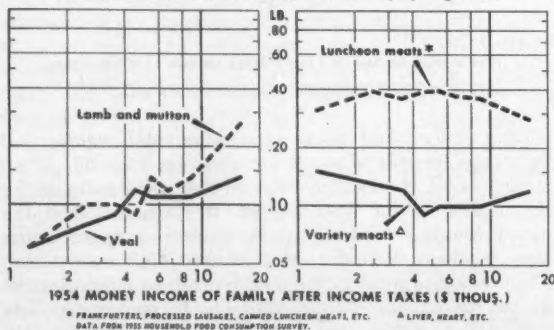
As to kinds of meat consumed, the survey pinpointed certain facts which could properly be included in a pack-

#### URBAN USE OF BEEF AND PORK CUTS Average at Home per Person, One Week, Spring 1955



er's sales research folder. The report showed that 12 per cent of all meat eaten at home is in the form of luncheon meat of various kinds—frankfurts, Vienna sausage, bologna, canned luncheon meat, etc. Beef accounted for 41 per cent of the meat used at home, and pork for

#### URBAN USE OF SECONDARY MEATS Average at Home per Person, One Week, Spring 1955

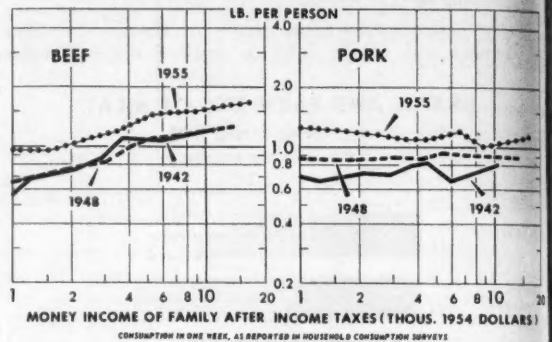


38 per cent. Three per cent was veal and another per cent was lamb and mutton.

Of beef, the survey families ate 31 per cent in the form of steaks and 28 per cent as roasts. A big 30 per cent of beef was consumed in ground form. Stewed, dried and canned beef made up the remaining 11 per cent for this popular meat.

Almost 24 per cent of pork consumed was in loins or chops, 26 per cent was ham (fresh and cured), 8 per cent was sausage, and 22 per cent was bacon. Despite the popularity of certain fresh cuts of meat, such as steaks

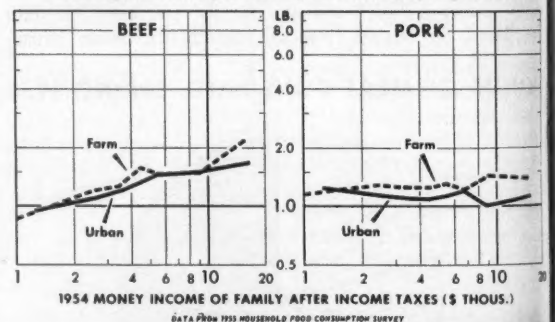
#### URBAN USE OF BEEF AND PORK RELATED TO INCOME, 3 YEARS



roasts and chops, all fresh and frozen cuts together comprised only 50 per cent of all meat eaten. Because these cuts averaged a little higher in price, they made up 54 per cent of total meat value.

The survey disclosed many factors which influence meat consumption—region, residence, size of family, nationality, family income and others. Of these, the most

#### URBAN AND FARM MEAT USE BY INCOME Average at Home per Person, One Week, Spring 1955



important was family income. Consumption was broken down for nine classes of annual income of under \$1,000 to \$10,000 and over for all regions.

Although comparable data for earlier years are not available, the survey information proves that processing has grown in relative importance. Such an uptrend is in keeping with the tendency to add more processing, packaging and preparation to all foods. Processing of meat also allows quality to be more nearly standardized, and it is adapted to the use of trade marks and brands, facilitating company identification and advertising.

For these reasons, the survey points out, many packers have been interested in expanding their markets for processed meats and have repeatedly introduced new products which they hope will become popular.

Single copies of this 40-page study, "Consumption Patterns for Meat," are available from the Office of Information, USDA, Washington 25, D.C.



CALF "Roll," fed 1958 ration, gained faster, with greater conversion efficiency and lower cost than twin "Rack," fed 1908 ration.

## Toward Lower Cost Meat Through Feed

**T**HE progress made in the process of converting feed to human food within the past 50 years was highlighted dramatically at the American Feed Manufacturers Association's golden jubilee meeting held recently in Chicago.

Live animal exhibits, devised with the cooperation of leaders in the animal protein industries, demonstrated the progress made. Some animals on exhibit, which had been fed the equivalent of the feeds of 50 years ago, were runts alongside their blood brothers nurtured on modern scientifically formulated feedstuffs.

While modern animal husbandry covers other factors besides feeding,

manufactured feeds are largely credited with the progress in conversion gains. In the case of poultry the fantastic feed ratio of 1.04 has been reached with experimental rations.

In the beef feeding demonstration an identical twin steer fed on a 1958 ration was shown to have gained 28 per cent faster on 34 per cent less feed in a 63-day test than his brother. The twin Hereford calves were fed under the direction of Dr. W. M. Beeson of Purdue University, developer of Supplement A, an additive used in the 1958 feed. The calf fed the modern diet required 4.4 lbs. of feed per pound of gain while the calf fed the 1908 diet required 6.7 lbs. of feed per

pound of gain. The cost per pound of gain was 9.4c for the modern diet (even though it contained vitamin and mineral additives) vs. 12.7c for the 1908 diet. Table 1 shows the composition of the two rations.

The calf on the modern diet gained a total of 170 lbs. during the 63-day test for a daily gain of 2.7 lbs., while his twin gained a total of 132 lbs. for a daily gain of 2.1 lbs.

Dr. Beeson stated that the two calves were fed to approximately the same weight, 550 lbs., although the 1908-diet-fed animal was 42 lbs. heavier at the start because of greater milk consumption during weaning.

The modern diet was fed in pelleted form. In normal free feeding the aggressive animals of a herd eat all the supplement, leaving nothing but grain for the timid. Pelletizing assures each animal a balanced diet at all times. Dr. Beeson predicted that the animal fed the 1958 diet would show better yield and a higher quality carcass.

In the lamb feeding test, also conducted by Dr. Beeson, the statistical results again favored the modern feed and were visually apparent in the difference in stature between the two pens of three lambs each. In this test, two pens of eight lambs were fed the old and new diets for 42 days. The initial average weight of the animals in both pens was 70 lbs. The final average weight of the 1958 diet-fed animal was 110 lbs., while their 1908



SIGHTS of the "street of golden opportunity," an exhibit featuring modern feed manufacturing plants and livestock feedlots, were viewed by I. S. Riggs of the Quaker Oats Co., new chairman of the board of AFMA; Miss Jamie Fox, secretary of the National Renderers Association, and W. E. Glennon, president of the feed manufacturers association.

pen mates averaged 86 lbs. The lambs on the modern diet gained 0.96 lbs. daily and consumed 5.2 lbs. of feed per pound of gain, while the 1908 fed animals gained 0.38 lbs. daily and required 7.9 lbs. of feed per pound of gain. Even though the modern diet had chemical and vitamin additives, the cost per pound of gain was 10.5c for the modern diet vs. 11.7c for the 1908 diet. Table 2 shows the composition of these diets.

In his presentation, Dr. Beeson was aided by Dr. W. M. Witz, supervisor, nutritional research department, Archer-Daniels-Midland Co.

The hog demonstration, conducted by Dr. L. E. Hanson, head of the department of animal husbandry, University of Minnesota, and Dr. M. J. Brinegar, assistant director of research, Allied Mills, Inc., pinpointed the advances made in hog nutrition. They showed two litter mates that had initially shown signs of parakerto-

1908 RATION (Daily)		1958 RATION (Pelleted)	
	Lbs.		Pct.
Shelled corn	7.8	Ground ear corn	84
Linseed meal	1.6	Molasses	5
Timothy hay	4.6	Supplement A	11
Salt	Free Choice	Soybean meal	45.06
Total	14.0	Molasses	14.00
		Alfalfa (dehy.)	14.00
		Bone meal	5.20
		Salt + cobalt	1.70
		Vit. A & D conc.	.05
		Aureomycin	3 mg/lb.
		Terramycin	3 mg/lb.
		Hydroxylzine	0.2 mg/lb.
		Implanted with 36 mg. stilbestrol	


sis, a hog disease characterized by roughness of skin and feed conversion inefficiency. One of the pigs was fed a modern 1958 diet which included among its ingredients corn and added amino acids, minerals, vitamins, antibiotics, arsanilic acid, protein supplements and a small amount of zinc. The other hog was fed a typical 1908 diet of corn and a complex mineral mixture. The difference


between the two animals at the end of 62 days feeding was startling. The animal fed the 1958 ration was three times the size of the animal fed the 1908 diet.

During the 62-day test the 1908 ration-fed hog gained only 6.4 lbs., while its litter mate fed the 1958 ration gained 99 lbs. Starting at 33.8 lbs., the 1908 hog at the end weighed only 40.2 lbs., while the 1958 hog started at 33.2 lbs. and finished at 132.2. The 1908 hog made a daily gain of 0.10 lbs. and required 12.9 lbs. of feed per pound of gain, while the 1958 hog made a daily gain of 1.6 lbs. and required only 2.8 lbs. of feed per pound of gain.

In 1908 there was no broiler industry. During 1957 this industry produced 1,451,000,000 lbs. of chick-

1908 RATION (Daily)		1958 RATION (Pelleted)	
	Lbs.		Pct.
Shelled corn	1.2	Ground corn cobs	39.5
Linseed meal	0.1	Alfalfa (dehy.)	20.0
Timothy hay	1.7	Ground corn	32.0
Salt	Free Choice	Soybean meal	7.0
Total	3.0	I. salt + cobalt	0.5
		Bone meal	1.0
		Vit. A & D conc.	1700 A-212 D/Lb.
		Implanted with 3 mg. stilbestrol	





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en and consumed about 60 per cent of manufactured feeds. The feed efficiencies which are possible in this industry with modern feeds were reported by Dr. Gerald F. Combs, professor of nutrition, department of poultry husbandry, University of Maryland, and Dr. C. D. Caskey, director of research, Cooperative Mills.

At the end of a 44-day test, birds

TABLE 3

CALCULATED ANALYSES:	R-2	R-3 & R-4	R-5
Productive energy (Cal./lb.)	1455	1315	1482
Crude protein	34.6	31.2	29.6
C/P ratio	42.1:1	42.2:1	50:1
Crude fat	33.1	23.45	33.0

fed a special high potency ration containing ingredients not suitable for present-day commercial operations weighed an average of 3 lbs. or more; those fed a standard modern commercial ration weighed 2.6 lbs., and those fed a ration of 1908 vintage weighed 1.14 lbs. These results were obtained with a strain of fast-growing birds. When dressed the birds weighed 2.16 lbs., 1.78 lbs. and 0.71 lbs. respectively. While chickens fed the high potency diet reached the 3-lb. live weight in 44 days, the birds on standard commercial diet took 49 days and those on old time feed needed 78 days to reach 3 lbs.

In 1908 it required 14 lbs. of feed

TABLE 4

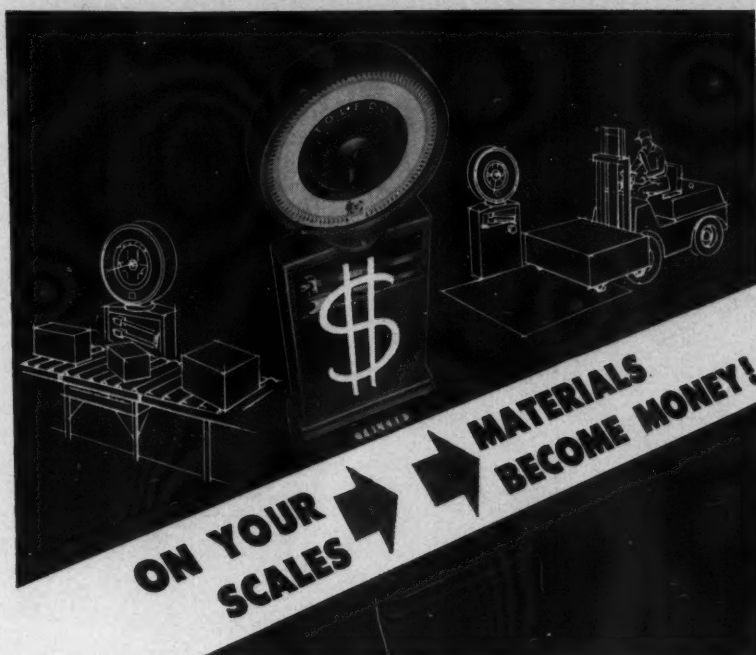
CALCULATED ANALYSES:	R-7	R-8	R-9	R-10
Productive Energy (Cal./lb.)	1665	1535	1660	1745
Crude protein	40.65	37.6	34.2	35.6
C/P ratio	41:1	41:1	48.6:1	49:1
Crude fat	41.6	32.6	39.5	47.5

and 16.5 weeks to bring a bird to 3 lbs. The broilers fed standard feeds today require only 5.37 lbs. of feed and 49 days. The high potency-fed broilers achieved this weight in 44 days with feed requirements ranging from 1.41 to 1.04 lbs., Dr. Combs reported. The remarkably high efficiency rate of 1.04 was made in tests that were reported for the first time at the meeting and have not been published.

The high potency ration used contained 34 different ingredients. Table 3 gives the analyses of Rations 2 to 5. The crude fat included was not added animal fat. Table 4 gives the calculated analyses of Rations 7 to 10 with 42 ingredients. The 1908 ration had only 10 ingredients.

Rations 2 to 5 had a crude fat analysis of from 32.65 to 33.1 per cent, while Rations 7 to 10 ranged

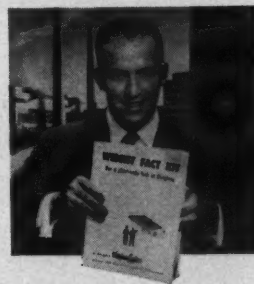
[Continued on page 44]



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EMPLOYEES of Schaller and Weber, New York, have a daily all-sausage lunch with boss, Ferdinand Schaller (lower left).

## Exciting World of Sausage Explored

**T**HE strange and exciting world of sausage—the scope of which probably is unknown to many people in the meat industry—was recently explored by writer Richard Gehman in *True*, the Man's Magazine, who confesses:

"I am a nut on sausage. A long time ago I fell shamelessly in love with this ancient, delicious example of man's imaginative mastery of foodstuffs."\*

Beginning his article with a description of how Italian Charles Caruso of New York's Greenwich Village daily prepares a batch of savory *salticcia dolce* (sweet sausage), and sells the grilled delicacy with a bun and stewed peppers from his pushcart, Gehman takes a sausage lover's tour of the city.

"I have been eating sausage," he writes. "I have eaten German, Italian, Ukrainian, Greek, Spanish, Chinese, Dutch and French sausage. I've eaten sausage dry, cooked and smoked. I've eaten sausage so moist they could be spread with a pliable knife, and sausage hard as marbles. I've eaten sausage made of beef, pork, veal, tongue, liver and other innards, and flavored with pepper, cumin, dill, fennel, mace, parsley and many other herbs, also sausage tinged with orange peel and steeped in wine.

"There are more than 100 varieties of sausage made and eaten in the U. S. A master sausage maker, Ferdinand Schaller of New York, estimates that there are more than 500 different kinds of sausage being made and eaten

the world around, and, in the same breath, he admits that his figure probably is low.

"Sausage is man's meat—strong-flavored, full of character, honestly designed for hearty eaters. The beauty of sausage is that in its various forms it can be eaten almost any time—for breakfast, with eggs; for lunch, with sauerkraut and mashed or boiled potatoes; for dinner, in a number of excellent casseroles, and for the late at night poker game or pre-bed snack. And, of course, it can be eaten between meals in the form of the frankfurter. Babe Ruth, according to legend, frequently knocked off 10 or 12 hot dogs at a time."

Gehman doubts the tale that hot dogs originated with peddler Feuchtwanger in St. Louis in 1883, and claims that frankfurters in buns were being sold in New York City as early as 1871.

In his tour Gehman found that sausage makers are proud food craftsmen, secretive and fiercely jealous of the excellence of their own products. At the Edward Esteve & Co., a New York firm that turns out *chorizos* made of a mixture of beef and pork, salt, garlic, cumin and other herbs, he asked employe Joe Sambolin how the Spanish specialty was made and reports this reply:

"How we make 'em? Hal! We make 'em, that's what. Why I tell you?"

**GOOD INGREDIENTS:** Although sausage makers may be secretive about their formulas, Gehman is positive

\*Copyright 1968, Fawcett Publications, Inc.

on a couple of points with respect to the materials employed in manufacturing sausage:

"Right here, let's get rid of that old mistaken notion that sausage is made from undesirable parts of meat, cast-off scraps, sweepings or leavings. This nonsense amuses or enrages the average sausage maker, depending upon his temperament. Sausage makers select their meat with the same loving care that the proprietor of a first class steak house uses to get sirloins that can be cut with a butter knife.

"A sausage, these craftsmen say, ought to have a natural casing because a casing keeps in the juice while the meat is being cooked. Also, intestines add immensely to the flavor of sausage."

After eating *kraskowska*, Gehman was ready to agree with the claim of its maker, Platon Stasiuk of 124 First avenue, that "I am Artist," and was thereupon given a further education in sausage:

"This is good," said Stasiuk, positively, pulling down one of the long sausage. 'Is called *kabanos*. Is Polish and Ukrainian. Mainly smoked pork, a little beef mixed in. Also very good with cocktails. And this,' he said, taking down a wrist-thick, horseshoe-shaped sausage, 'is *sardelowa*. Is also Polish. Seventy-five per cent pork, rest beef and veal. You eat it hot—steam it in a pot, with a little water, not too much or she absorbs the taste. A half-inch of water only. Good with sauerkraut or potatoes.'

"We passed a room where thick, shiny black sausage were hanging. 'Is *Kishka*,' Stasiuk said. 'Russian. Made of fat trimmings, groats, salt and pepper, chopped onions and mainly, blood. You need strong stomach for that. Myself, I prefer honest piece of meat. But *kishka* is cheap and lots of people like.' We had some. It is a strong-tasting sausage, salty with blood, the kind of meat that sticks to the teeth and makes the eater believe he is getting stronger as it goes down his throat.

"Now, let me tell you something," Stasiuk continued. 'Myself, I am good sausage maker. I learn from my father. He from his. I know how to butcher, to cut up meat, to build fires in smokehouse—and how to eat. Making sausage is art. If you want to talk to real sausage makers, go up to Yorkville and see the Germans!'

**ITALIAN SAUSAGE:** On his way Gehman learned something about Italian sausage from Vince Manganaro of Manganaro Brothers, oldest Italian delicatessen in New York City. Manganaro gave him the following rapid summary:

"Most Italian sausage is made in three-inch lengths—sweet and hot," he said. "Very perishable. Most Italian delicatessens or pork stores or groceries make their own, a little at a time. That's the kind your pal in the Village, Caruso, makes. Italian salami is mostly lean pork, chopped coarsely, with some lean beef, chopped finely, and whole grains of pepper added—then dried for many weeks. That too is often made at home, but the big companies like Hormel can make it so you can't tell the difference. Then there's *capicola*, sometimes spelled *cappo collo*, which is boneless pork shoulder spiced with red pepper and put in a casing—not chopped, but pressed. Very popular, very tasty. And the third major type is *mortadella*—well-chopped cubes of beef and pork with fat added. Oh, I forgot *pepperoni*—like salami, but with more pork, dried very long time, in small thin strips. And with more spices." Vince paused. I tell you what," he said, echoing Platon Stasiuk, "if you want to talk to somebody who knows sausage, go talk to the Germans. The French are supposed to be the best cooks in the world, and they have a pretty good sausage made out of white meat of chicken, yolk of eggs, crumbs, salt and pepper and

parsley and chives. They boil that in the casing, then grill or broil it. They call it *boudin blanc*. But for the best sausage, you got to go to the Germans."

**A GERMAN ARTIST:** That is what Gehman did, going to "the magnificent shop called Schaller and Weber. It is a small room, measuring only about 12 by 18 ft. The visitor, entering, is first assailed by a delicious smoky haze so strong it will be clinging to his clothes when he leaves. Then he sees the sausage themselves, row upon tantalizing row of them, hanging from the ceiling, from iron crossbars, from the walls: fat little russet *bauernwurst* and *knockwurst* hanging in strings, great long *braunschweiger leberwurst*, hard thin ropes of red-brown *landjaeger*. And in the two glass cases are piles upon piles of pink pork sausage, white veal sausage, frankfurters (three varieties), head cheeses, liverwursts, bloodwursts, *hockwursts*, wursts of every size and description. The shop offers 52 varieties, all made in the kitchen in the rear.

Ferdinand Schaller, the proprietor, born in Stuttgart, Germany, 52 years ago, has been making sausages since he was 14. Schaller personally selects all his own meat for the 20,000 lbs. of sausage he makes each week. He rises at 4 a.m. two days each week and goes to market, and when he returns he takes a hand in all preparations—grinding, chopping, mixing, flavoring with herbs and spices, and cooking the sausage that must be cooked. He also personally eats a good deal of his own products. Each day around noon, he and his meat cutters and clerks sit down to a huge round platter of sausage fresh from the cavernous refrigerated rooms. They eat heartily, piling the meat on slabs of pumpnickel and washing it down with great gulps of dark Wurzbürger beer which they bring in from the *brauhaus* next door.

"One day as I was sitting with Ferdinand, eating a tremendous sandwich of *braunschweiger leberwurst mit speck* (liverwurst flecked with bits of fat), I remarked that it struck me as unusual to find makers of food products eating it themselves with such relish. In Fulton Fish Market, I pointed out, the mongers would rather die than eat the fish they handle all day long.

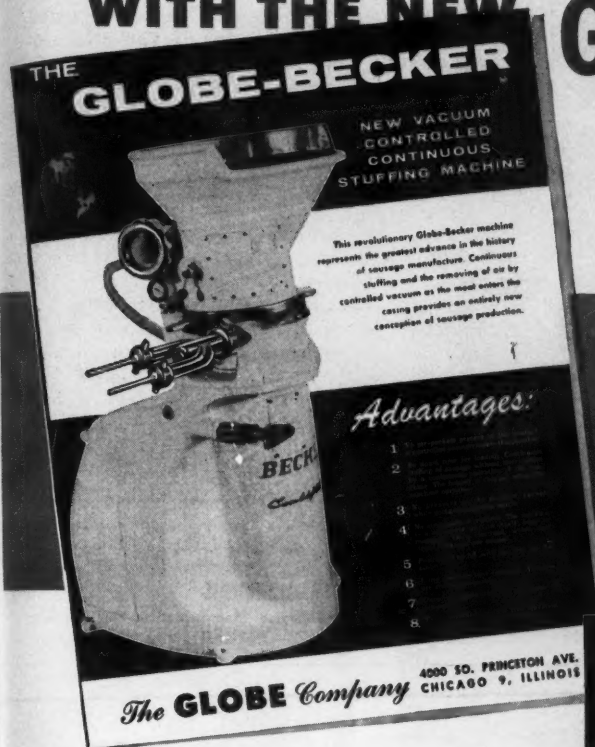
"Ja, that would be true of some foods," Schaller said, 'but not of sausage.' He speared a piece of *kolbase*, a cold pork sausage of Hungarian origin, tinged red by paprika. 'With sausage, it is different. Once a man gets the taste, he never loses it. We have people come in here who have been coming in every day since we opened.' He ate a piece of *kalbsrouladen* (chopped veal, pork and tongue).

"Schaller is emphatic on the proper ways to cook fresh pork sausage, *bratwurst* or *hockwurst*. 'Never prick the sausage before cooking,' he says. 'Put them in a skillet, cover them with water, and boil five minutes. Then pour off the water, turn down the heat to a medium flame and let the *wurst* simmer in the fat that leaks out of the ends until they are brown all over.'

Although asserting that "all sausage is great," Gehman reflects a little doubt about the Chinese variety. Says he:

"I spent a couple of days poking around in New York's Chinatown, and one afternoon went into the store of Way Sang Lung on Mott street. He had two types of sausage hanging there. Some were brown-red and shriveled, others were a lighter red and smooth-surfaced. A clerk told me that the darker sausage were made of duck liver, principally, and the light ones were made of cured pork flavored with Chinese whiskey. I took some home and, following the clerk's counsel, boiled them. They came out of the pot fairly firm, but I decided that I had boiled the whiskey-taste away; all they tasted like was boiled pork sausage. Then I tried the duck liver kind. They tasted like duck liver that had been kept too long."

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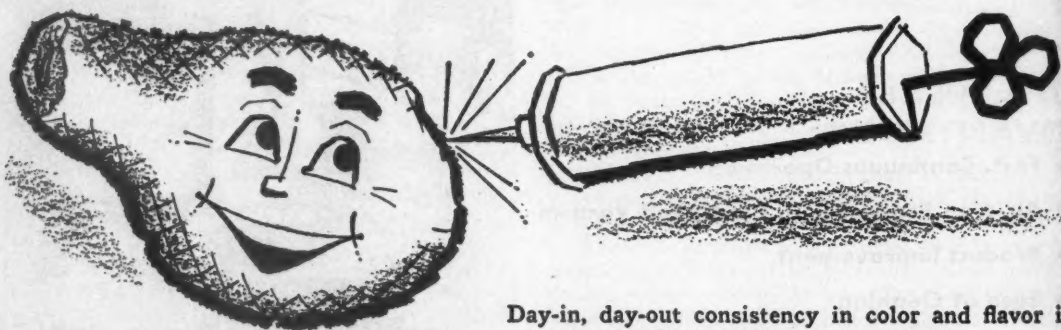
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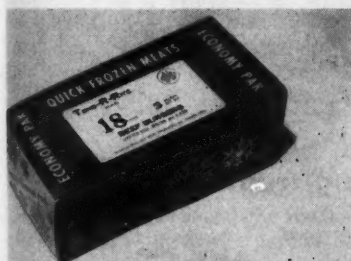
Pictorial and news review of recent developments in the field of merchandising meat and allied products.



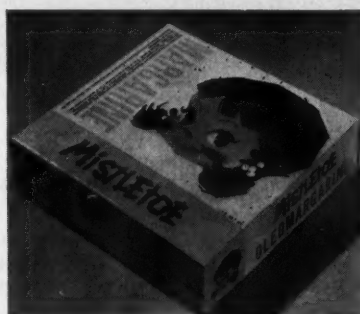
DRIVING FOR supermarket coverage and package identification, Wilson & Co., Inc., Chicago, is conducting national outdoor poster campaign to promote Tender Made slice-'n-serve hams, canned hams and bone-in hams. The 30-sheet poster campaign, which will cover key markets in 13 states during 1958, will get extra impact from giant painted bulletins on West Coast. Kenyon & Eckhardt, Inc., recently was appointed to handle this Wilson account.



DRILLING FOR GRILLING during "National Hot Dog Month" in July, Miss Joanne Boyne of Chicago kindles barbecue fire to touch off nationwide program to tell American housewife about new ways to serve franks. Sponsor of special month for third consecutive year is Tee-Pak, Inc., Chicago.



"NICE SELLING job" is being done with three new packages introduced by Wyandot Meat Products, Inc., Nevada, O., reports George G. Lichvarik, secretary of frozen meat firm. New 3-lb. home freezer "economy pak" (top photo), made of corrugated board, holds 18 beefburgers. Item is sold through chains, independent markets and locker plants. Hinde & Dauch, Sandusky, O., manufactures carton. New open-face, 1 1/4-lb. packages, containing eight portions, are used for Tend-R-Rite brand seasoned beef steaks (bottom) and Tend-R-Kwik brand seasoned beef steaks (not shown). Tray, made by The Great Lakes Box Co. of Cleveland, is over-wrapped with film. Dayglow label is used.



"LITTLE MISS Mistletoe" adorns new package for Mistletoe brand margarine, marketed by associated firms of Swift & Company. Background design is white and yellow. Package is by Marathon, Menasha, Wis.



COLORFUL CORRUGATED box is used by Town & Country Food Co., Fort Wayne, Ind., to strengthen brand identification and lend eye-appeal to its line of packaged meat products. Folding box was designed and produced by Hinde & Dauch, Sandusky, O.



HEARTY BREAKFAST of eggs, pork sausage and toast is "come-on" illustration on front and back of new carton for pork sausage of Kenmore Farms, Inc., Brooklyn, N. Y. Hinged flap covers cellophane window through which shoppers may inspect product. Brand name is printed in red on yellow and blue roadside-type sign above red-roofed white barn. New carton and display insert, designed by Milprint, Inc., Milwaukee, have resulted in big sales increase, according to Vincent Scali, president of Kenmore Farms.

# CHEVROLET L.C.F.'s ARE DESIGNED FOR LONGER LOADS—LONGER LIFE!



*Compact Chevrolet Low-Cab-Forward design pays off in many ways; lets you pull long 35' trailers and big-profit payloads, for instance. And the deep-down ruggedness of these heavyweight L.C.F.'s pays off, too — in lower hauling costs over the years.*

Chevrolet L.C.F. tractors are *compact*—only 89¼" long from bumper to back of cab! They enable you to pull a huge 35' trailer while keeping overall truck length to less than 45'. And Chevy L.C.F. design means good weight distribution for bigger load capacity . . . provides short wheelbase that makes maneuvering a breeze . . . and assures easy servicing because of quick access to engine. Chevrolet L.C.F.'s with these special advantages come in a wide range of models, with G.V.W.'s up to 25,000 lbs.—G.C.W.'s up to 48,000 lbs. And they're *all* equipped with these husky long-lasting heavyweight components:

## Newest big-truck power

Revolutionary Workmaster V8, with 230 h.p., 335 ft.-lbs. of torque and radical Wedge-Head design is ready to save you many extra hours and dollars in a Series 90 L.C.F. Modern 160- to 175-h.p. Taskmaster V8's give top-notch performance in Series 50, 50H and 70 L.C.F. models!



## True big-truck chassis

Big Chevrolet or Eaton single- or 2-speed rear axles up to 18,000 lbs. capacity . . . modern New Process or Spicer transmissions . . . Full-Air brakes . . . Cast Spoke wheels . . . heavy-duty components such as these make new Chevy L.C.F.'s the trucks best able to beat big jobs! Your Chevrolet dealer has one for *you*. . . Chevrolet Division of General Motors, Detroit 2, Michigan.



# CHEVROLET TASK·FORCE TRUCKS

## Operations

### New Process for Continuous Rendering

A new continuous fat rendering process that is claimed to be faster, more efficient and to give a higher yield of product than previous methods has been announced by the De Laval Separator Co., manufacturer of centrifugal separating and purifying processes and equipment.

Named the "De Laval Centriflow rendering process," the method utilizes new equipment based on centrifugal separation principles and is said to streamline the step-by-step process of heating, disintegration and separation used in most rendering.

The Centriflow system, according to the manufacturer, lowers processing temperatures and greatly reduces processing time, thereby yielding a high quality fat and protein. The system is said to require small floor space for equipment—about 250 sq. ft. in the average plant—and minimum labor—one man operates the system.

In the process, fat trimmings are minced, heated, and pumped to the disintegrator. The disintegrator shreds the tissue and frees the fat so that it will be efficiently separated in the deslugger. The deslugger is a horizontal conical bowl centrifuge with a screw type conveyor for continuous discharge of fat and protein.

The fat discharged from the deslugger is further heated before it is passed through a continuous de-aerator for removal of light fractions to improve fat flavor. Fat is then discharged into an animal fat purifier for removal of fine protein traces and residual moisture. Purified fat is

then cooled and stored ready for packaging and shipping.

Since the heating and purification system is enclosed, oxidation of fat is avoided. The only tank in the system is an enclosed surge tank with a short holding time. The amount of tank water is small and its fat content is negligible so that disposal is no problem.

Key parts that come in contact with the fat are constructed of stainless steel, i.e., bowls, receptacles, etc. The system is cleaned by flushing with hot water or cleaning solution.

Plant operation is said to be flexible and only simple adjustments are required to vary plant capacity. Capacities of the rendering process range from 2,500 to 30,000 lbs. per hour, yet an average system can be installed in 250 sq. ft. of floor area with an average of 14 ft. of headroom. A specific installation can be switched from one type of raw material to another with a minimum loss in production time.

The illustration shows a simplified flow diagram for a typical De Laval rendering system.

### Industry's Consumption of Dry Milk Solids Increases

The meat industry consumed 109,300,000 lbs. of non-fat dry milk solids in 1957, an increase of 16,400,000 lbs. over the previous year, H. F. Paul, market researcher for the American Dry Milk Institute, told the group's annual convention in Chicago.

### Air Power Speeds Hide Handling in Midwest Plant

The heavy hide lifting job in a midwestern meat packing plant has been made faster and easier by the use of an air-powered hinged metal apron. By this means the work of raising 60 fresh hides an hour from the floor onto a 30-in. high trimming and grading table is done in rapid sequence with little human effort.

Two men drag the hides from the killing floor to an adjoining enclosed area where the skins are slid onto an



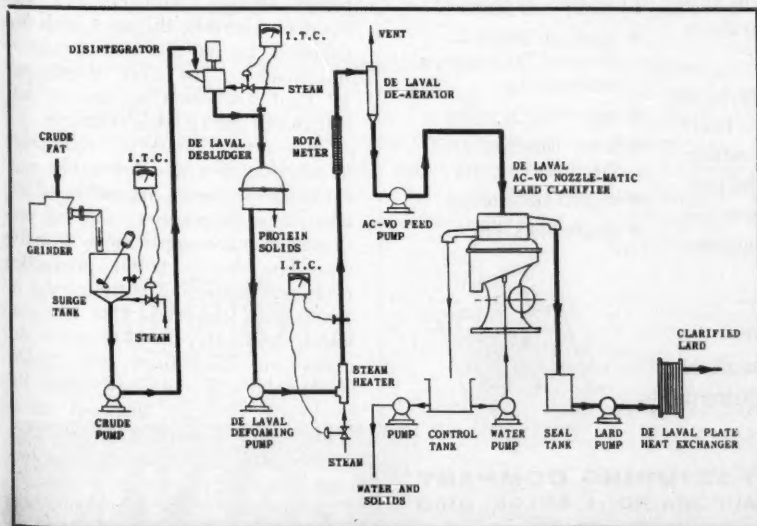
angled metal shelf hinged to one end of the trimming table. The shelf is raised by an overhead air-powered piston to slide the hides by gravity onto the table.

The top of the 4-in. diameter by 54-in. long air cylinder is fastened to the ceiling over the hinged end of the table. The piston rod is secured by a pivoted connection to a 1-in. rod bracketing the outside ends of the angle of the shelf.

The piston is controlled by cables fastened to the lever of a double acting pneumatic valve mounted on one end of the cylinder. Air pressure used is 150 psi., supplied by a compressor in the engine room.

### Here Is New Geographical Setup for MID Activities

As noted in the NP of June 7, activities of the Meat Inspection Division are to be conducted in four geographical areas, each headed by a newly-designated MID assistant di-



FLOW DIAGRAM OF NEW CONTINUOUS RENDERING PROCESS



# HUNTER CARGO COOLERS

## TRUCK REFRIGERATION SYSTEMS

**for positive dependability...  
efficiency... serviceability  
... light weight and low cost**

Moderate or zero temperature ranges, single or multiple drop operations, long or short hauls, — whatever your requirements you're certain to find the answer to your refrigeration problems in the great new line of Hunter Cargo Coolers.

These performance-proved mechanical refrigerators for trucks are the result of Hunter's nearly twenty years of specialized experience in the design and manufacture of mobile temperature control systems.

Hunter Cargo Coolers are made in a variety of types, sizes and capacities. Individual models are engineered to employ most efficient power systems for the particular refrigeration job to be done — hydraulic drives, electric drives, engine-mounted compressor drives, etc.

Write for descriptive literature  
and specifications on models to  
meet your specific requirements



**HUNTER** MANUFACTURING COMPANY  
30525 AURORA RD. • SOLON, OHIO  
TRANSPORT HEATING AND REFRIGERATION



- light weight — permit bigger payloads
- compact — occupy less cargo space
- more refrigerating capacity per pound of weight
- high volume, low velocity air flow
- easier to install — designed for maximum serviceability
- lowest initial costs
- lower operating and maintenance costs
- rugged construction
- longer work life



rector. The change was announced by A. R. Miller, MID director, in Memorandum No. 247, Supplement II.

The new areas, assistant directors in charge, headquarters, and states and territories included are:

**Eastern,** Dr. Meier Brodner, Room 501, 45 Broadway, New York 6, N. Y. Telephone, Whitehall 3-8000, Ext. 67. Connecticut, Delaware, District of Columbia, Indiana, Kentucky, Maine, Maryland, Massachusetts, Michigan, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Vermont, Virginia and West Virginia.

**Northern,** Dr. O. W. Seher, Room 241, 4101 S. Halsted st., Chicago 8, Ill. Telephone, YArds 7-0810. Illinois, Iowa, Minnesota, Nebraska, North Dakota, So. Dakota and Wisconsin.

**Southern,** Dr. G. A. Franz, 928 U. S. Court and Customhouse bldg., 1114 Market st., St. Louis 1, Mo. Telephone, MAin 1-8100, Ext. 2228. Alabama, Arkansas, Florida, Georgia, Kansas, Louisiana, Mississippi, Missouri, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Puerto Rico and the Virgin Islands.

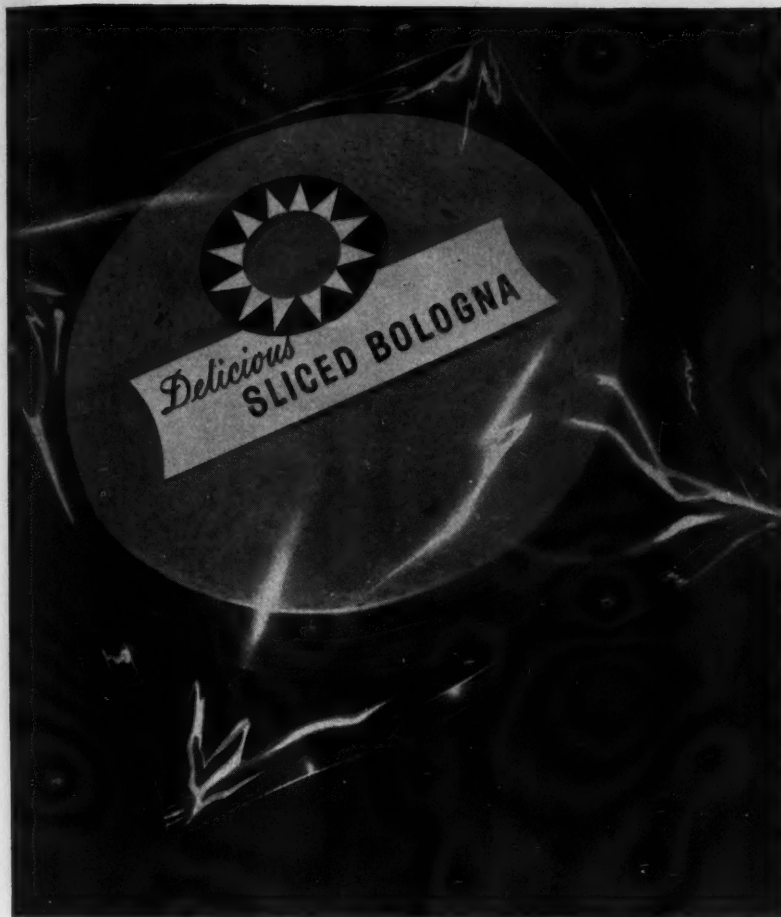
**Western,** Dr. A. F. Eckert, 1503 U. S. Post Office and Courthouse, Los Angeles 12, Calif. Telephone, MADison 5-7411, Ext. 1120. Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming and Hawaii.

### Stockyards Firm Opposes Vertical Integration Move

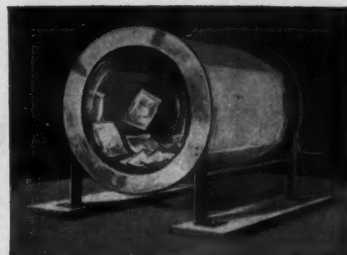
United Stockyards Corp., Wilmington, Del., is "earnestly opposing" the program for vertical integration in hog production and marketing being sponsored by certain feed manufacturers, packing companies and other livestock interests, the stockyards firm declared in its mid-year report to stockholders. The Fort Worth and St. Paul stockyards are among subsidiaries of the Delaware concern.

"For several years our stockyards, in cooperation with other public market interests, have engaged in educational type programs to aid hog producers in achieving a more desirable type hog and a better production cycle and marketing pattern," the report said. "It is clear that a system which tends to divert buying demand and marketings from public stockyards will not only harm the stockyards industry, but will act to deprive the producer of price protection inherent in the competitive bidding features of a public market."

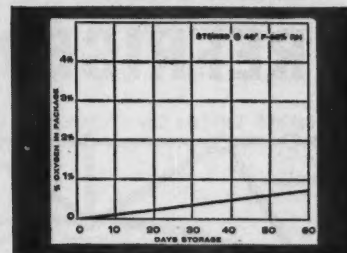
Net income of the firm declined in six months ended April 30, 1957, to \$200,579 from \$238,395 in 1957.



**KEEPS THE SELLING COLOR.** Vacuum packages made with a combination of "Mylar" and polyethylene prevent fading or greening even at low temperatures and high relative humidity.



**GREATER DURABILITY IN LARGE PACKAGES.** You can prepare larger, bulkier units. Drum test proves they will resist punctures, tears, seal breaks.



**SUPERIOR OXYGEN IMPERMEABILITY.** Chart shows the low gas permeability of vacuum packages made with "Mylar," even at high humidities.



**SUPERIOR APPEAL.** Good clarity and excellent printability of new vacuum packages gives luncheon meats greater sales appeal.

## Here's why more packers are using new vacuum packages made with Du Pont Mylar®

Packers now have greater opportunity to use vacuum packaging on "difficult-to-package" items thanks to a combination of Du Pont "Mylar" polyester film and polyethylene. Vacuum packages made with "Mylar" are extra-strong and durable, ideal for large bulky units . . . they hold the vacuum, virtually eliminate frank greening or luncheon-meat fading.

Production is improved with "Mylar," too. High-speed machines operate efficiently . . . save you money because durable "Mylar" makes tight seals without excess film. Get full information from your vacuum packaging supplier or Du Pont Representative. Or mail coupon to: E. I. du Pont de Nemours & Co. (Inc.), Film Department, Room 9420-N, Wilmington 98, Delaware.



BETTER THINGS FOR BETTER LIVING  
...THROUGH CHEMISTRY

**DU PONT**  
**MYLAR**  
POLYESTER FILM

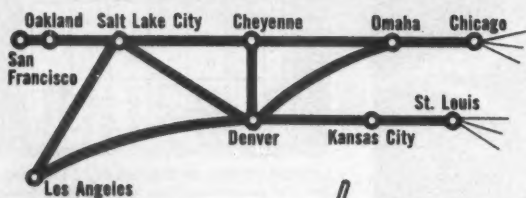
"Mylar" is Du Pont's registered trademark for its brand of polyester film. Du Pont manufactures "Mylar"; does not laminate, coat or make vacuum packages.

E. I. du Pont de Nemours & Co. (Inc.)  
Film Dept., Room 9420N, Nemours Bldg., Wilmington 98, Del.  
Please send additional information on applications and types of "Mylar" polyester film available.

NP-6

Application \_\_\_\_\_  
Name \_\_\_\_\_ Title \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_

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**EXTRA** service,  
fine meats travel  
**RINGSBY**  
**REFRIGERATED**



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NEvada 6-1051

**OAKLAND**

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Did you know . . . that Ringsby maintains a separate division to serve the specialized needs of perishable shippers exclusively. Whatever your temperature requirement, Ringsby's automatic equipment and skilled driver-technicians can hold it within one degree all the way, anywhere — in any weather. All-sleeper ROCKET schedules get it there faster, fresher. Eastbound or westbound, your products deserve to travel Ringsby . . . the ultimate in refrigerated freight service.

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DELICATESSEN BRAND

## CORNED BEEF

ASSURED CUSTOMER SATISFACTION  
...MORE PROFITS PER POUND



U.S. GOVT.  
INSPECTED

- DELICIOUS FLAVOR
- HIGH COOKING YIELD
- UNIFORM CLOSE TRIM
- VACUUM SEALED



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## NOW!



Mid-West  
"Dry Waxed"  
Laminated Patty Paper

New Mid-West "Dry-Waxed" laminated patty paper works on every patty-making machine. It separates easily, peels clean—even when frozen—and Mid-West patty paper is economically priced too.



**MID-WEST OFFERS THE MOST  
COMPLETE LINE OF PATTY  
PAPER ON THE MARKET**

In addition to the new "Dry-Waxed" patty paper, Mid-West also offers (2) waxed 2 sides laminated, (3) light-weight single sheet and (4) heavy-weight single sheet. There's a Mid-West patty paper for every need.

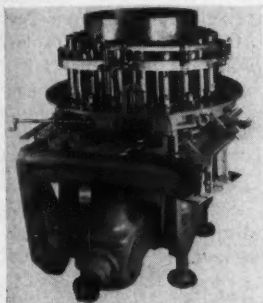
Write today for samples and cost-cutting prices

**MID-WEST WAX PAPER CO.  
FT. MADISON, IOWA**

# NEW EQUIPMENT and Supplies

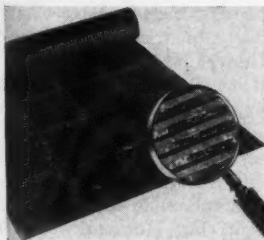
Further information on equipment and supplies may be obtained by writing the manufacturer direct or writing The Provisioner, using key numbers and coupon below.

**21-STATION ROTARY PISTON FILLER (NE 553):** This unit will handle up to 500 containers a minute, depending on size



and product filled; has plastic infeed screw for smoother container handling; positive, high-speed "no container, no fill" mechanism. It has conveniently located accuracy-of-fill control. It has a fill adjustment over full range of cylinder capacity without replacing cam track. This filler is manufactured by The Pfadler Co. of Rochester, New York.

**GREASEPROOF MAT (NE 550):** This greaseproof,

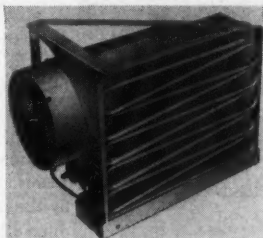


nylon reinforced, cross-ribbed runner matting is made by American Mat

Corp., Toledo, Ohio. It has a modern, two-tone appearance, while its toughness assures long service. Available in ebony black, this new runner is 36 in. wide, 5/32-in. thick, and comes in lengths up to 60 ft.

**SYNTHETIC CAULKING COMPOUNDS (NE 545):** Has 400 to 500 per cent elongation; does not crack or pull loose from joints; water resistance and flexibility properties are excellent. Can be used on aluminum, concrete, brick, glass, cinder block, steel and wood. Manufactured by Carboline Co., Brentwood, Missouri.

**NEW BLOWER DESIGN (NE 534):** Newly-designed



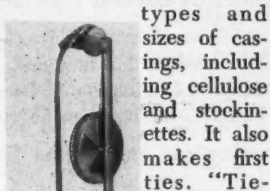
turbo jet air blowers developed for truck refrigeration permit automatic defrosting without a high upswing in body temperature during the defrost cycle; refrigerant passes through a secondary coil while primary coil is defrosted by natural air circulation. Manufactured by the Kold-Hold division of Tranter Manufacturing Co., Lansing, Mich.

**LOW TEMPERATURE TUNNEL (NE 551):** The



door and tunnel, made by Jamison Cold Storage Door Co., Hagerstown, Md., are designed to provide an air-lock for packages. Unit minimizes refrigeration loss when removing or adding packages from refrigerated rooms operating from +15° F. to -30° F. Unit has overlapped strip rubber curtains, vapor-tight metal doors and a Frostop heating unit which is an automatic, thermostatically-controlled heating cable to prevent the buildup of ice on gasket contact areas of refrigerated door frames and sills.

**SECOND TIES (NE 544):** This machine automatically makes second ties on all



types and sizes of casings, including cellulose and stockinettes. It also makes first ties. "Tie-

by Kelematic Machine Corp., a division of Global Industrial Machinery Corp., Brooklyn.

**ALUMINUM JACKETING (NE 546):** Right-angle turns in insulated pipelines now can be enclosed quickly and at a minimum of expense. An aluminum elbow, made of sheet supplied by Aluminum Co. of America, Pittsburgh, Pa., has an almost squared-off, rather than rounded, contour, giving it an unusual "humped" appearance. Manufactured in 12 outside diameters, the aluminum elbows can fit 107 combinations of pipe diameters and insulation thicknesses.

**DRUM LIFTER (NE 552):** Lifts vertically, stacks old



and new drums, open or lopsided; has 2,000-lb. capacity. Lifter can be attached and removed in seconds; used with fork trucks, chain falls, cranes and hoists, moves 55- and 30-gallon drums. Made by Pucel Enterprises, Inc., Cleveland 14, Ohio.

**HOG SCALD (NE 536):** This product is approved by the MID of the USDA, and is said to reduce hog dehairing time by one-half; used primarily to loosen tough bristles and roots, leaving the carcass clean and smooth. Manufactured by The C. Schmidt Co., Cincinnati, Ohio.

Use this coupon in writing for further information on New Equipment. Address The National Provisioner, 15 W. Huron St., Chicago 10, Ill., giving key numbers only (6-14-58).

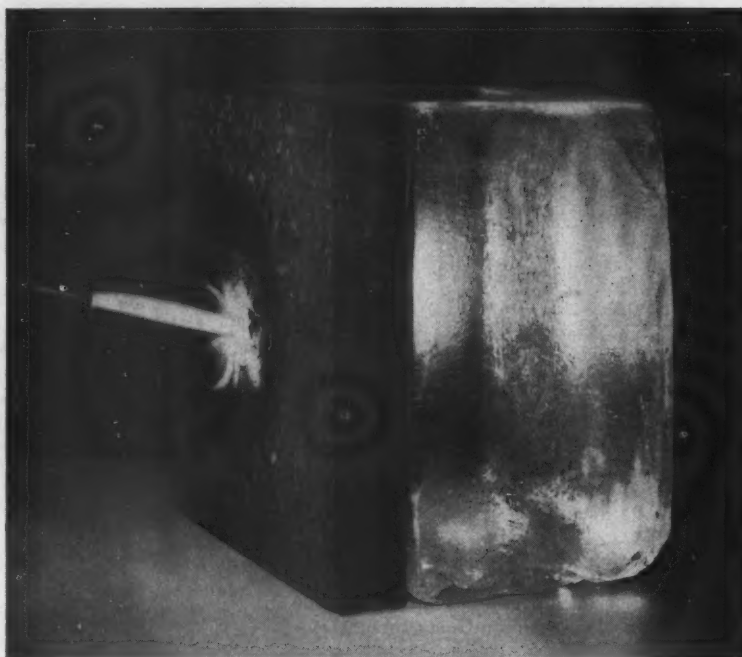
Key Numbers .....

Company .....

Name .....

Street .....

THE NATIONAL PROVISIONER, JUNE 14, 1958



## Why United's patented process results in corkboard of higher insulating value

Cork in its natural state is well known and highly regarded as an excellent insulating material. However, by an exclusive blocked-baked patented process that combines *both* external and internal heat in the moulding operation, United BB Corkboard is unsurpassed in insulating value.

Further, United Corkboard is 100% cork . . . with no filler added, and, its high strength in relation to light weight permits a sturdy self-supporting structure that is simple to erect. It's flexible too . . . fits accurately, works as easily as lumber and the natural resins released during processing further add to its excellent moisture resistant characteristics.

The next time you have a need for low temperature insulation investigate the unique combination of benefits only "patented process" United Corkboard can provide.

Write today for specifications and helpful installation data. No obligation.



**UNITED CORK COMPANIES**

Since 1907

5 Central Avenue, Kearny, New Jersey

**ENGINEERING AND INSTALLATION SERVICE —**  
to meet your individual requirement . . . insure the most effective use and provide proper installation, United maintains fifteen branches throughout the country, staffed with experienced engineers and installation crews. For the one nearest you simply write our Kearny address.

## Advances in Animal Feeding

[Continued from page 31]

from 32.6 to 47.5. In the first rations poultry by-products were used: hydrolyzed poultry feathers at the level of 2.47 lbs. per cwt. of ration and poultry by-products meal at 9.87 lbs. per cwt. of ration.

Corn oil was the basic fat source for both groups of rations.

(Editor's note: Since the conversion efficiency rate of these high-fat diets is excellent, ranging from 1.38 up to 1.11, this is a field worth exploration by producers of animal fats.)

Progress in egg production through use of manufactured feeds was reported by Dr. H. R. Bird, chairman, department of poultry husbandry, University of Wisconsin, and Dr. Robert E. Spitzer, executive vice president, Murphy Products Co. Back in 1908 the average hen laid 104 eggs per year; today the figure is 204, and the 300-egg per year layers are becoming commonplace. In 1908 it required 5.5 lbs. of feed to produce a pound of eggs, while today the figure is down to 3.36 lbs. Expressed as per dozen eggs, it required 8.25 lbs. of feed vs. 5 lbs. of feed today.

To produce today's 59,000,000,000 eggs with 1908 feed would cost \$1,015,000,000 compared with \$590,000,000 with 1958 feeds. Today's cost is nearly  $\frac{3}{4}$ c less per egg.

The feed manufacturers were introduced to Elmer, a cow with a plastic window in its side that leads to the rumen and is used in studying microbiological and chemical changes taking place in this digestive organ. The animal was furnished by Chas. Pfizer & Co., Inc., agricultural research and development center, Terre Haute, Ind.

Two 10-gallon glass carboys holding 150 lbs. of saliva secreted by the cow in the consumption of a daily ration of 30 lbs. of hay were also shown. When reference was made to saliva as spit, Dr. Huffman replied that it was too wonderful a chemical to be so crudely named.

In a colored slide film presentation on the various animal protein foods currently available, Dr. L. A. Wilhelm, manager of poultry research, Quaker Oats Co., told of some of the achievements made in the meat field. Today's pork has 22 per cent more protein, 57 per cent less fat and 36 per cent fewer calories per cooked pound, he stated.

At the annual meeting, the association elected I. S. Riggs, vice president of Quaker Oats Co., Chicago, as chairman of the board, and reelected W. E. Clennon as president and W. T. Diamond as secretary-treasurer.

## Cudahy Reports Higher Net

[Continued from page 24]

come taxes in either year because of carry-forward credits resulting from losses in prior years. This resulted in the elimination of federal income taxes of \$600,000 in the first half of fiscal 1958 and \$350,000 a year earlier.

Sales for the first six months of the 1958 year increased 12½ per cent to \$178,131,000 from \$158,306,000 in the 1957 period. The increase was caused by the rise in meat prices and the fact that sales of the subsidiary Seattle Packing Co. were included for the full six-month period this year and for only three months during the first half of 1957, Long explained. He attributed a nominal decrease in sales tonnage to reduced livestock marketings.

## Hormel Half-Year Net Is Below Year Earlier

Although Geo. A. Hormel & Co., Austin, Minn., had a small increase in sales during the first fiscal half year ended April 26, there was a decline in earnings, due to an unfavorable pork and beef operation, H. H. Corey, chairman of the board, reported this week.



H. H. COREY

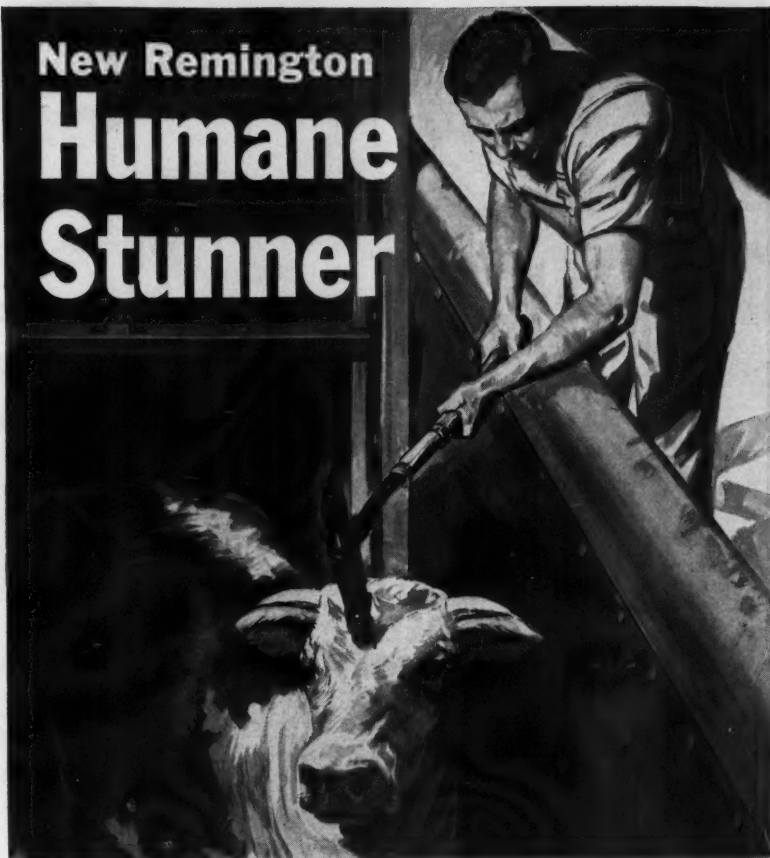
Sales totaled \$173,773,922 in the 1958 period, compared to \$168,391,479 a year earlier. Net income amounted to \$1,085,244 in the first six months of this year, as against \$1,204,226 in the earlier period, after provisions for taxes on income of \$1,169,000 and \$1,283,000, respectively.

"The availability of livestock processed under federal inspection for the first six months of this year has been down from a year ago, 7.5 per cent on hogs and 11.9 per cent on cattle," Corey pointed out. "This decline in volume has reduced our earnings opportunities. Wage increases amounting to 14½c per hour were not fully recoverable under conditions existing in the consumer market."

## Stahl-Meyer Reports Loss

A net loss of \$88,138 has been reported by Stahl-Meyer, Inc., New York City, for the 28 weeks ended May 9, 1958. Sales totaled \$11,090,464 for the period. In the comparable 1957 period, the company had a net profit of \$1,108 and sales amounted to \$10,681,141.

# New Remington Humane Stunner



**One light tap renders animal instantly unconscious ... without damage to hide or skull!**



Special Penetrator Assembly can replace stunning knob when skull or hide damage is not a factor.

### Rapid-Action Stunning Instrument

Only seconds are required to load, position and discharge the Humane Stunner. Spent Power Load is mechanically ejected. Action is fast and sure, permitting knocker to keep pace with busiest production lines.

Here's the modern stunning instrument that offers high efficiency, safety and ease of use. Remington 22 caliber Power Loads drive a piston-mounted stunning knob, which delivers a powerful, consistently uniform blow. Animal is rendered unconscious instantly, painlessly.

Functional design of the Humane Stunner reduces fatigue, permits knocker to stand in comfortable position for accurate, single-blow stunning—even after hours of operation.

We'll gladly send a free booklet or arrange a demonstration. Just mail coupon below.

**Remington**

## HUMANE STUNNER

Remington Arms Company, Inc.  
Industrial Sales Division, Dept. NP-614  
Bridgeport 2, Connecticut  
Please send me free booklet about the Humane Stunner.  
☐ Please arrange a demonstration of the instrument.



Name ..... Position .....  
Firm .....  
Address .....  
City ..... State .....

# Looking for an Honest

## BONELESS PRODUCT?

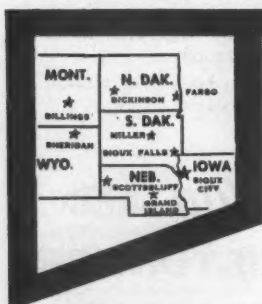
THEN TRY

# SIoux-LAND

**CANNER & CUTTER  
BONELESS BEEF**



Why fret and worry about a reputable source for your Boneless Beef requirements? SIOUXLAND BONELESS BEEF cuts offer you premium quality at the going market prices. Every carton contains full honest weight. Slaughtered, processed, carefully inspected and packed in the Midwest's newest and most modern plant.



### Exclusive NORTHERN TYPE HIGHER YIELDING COWS

Canners and packers recognize the consistently higher yield obtained from Northern type cows. Located in the very heart of this superior cow market, the map shows a few of the well-known better quality cow producing regions that ship to us regularly.

PHONE 2-3661 and ask for:  
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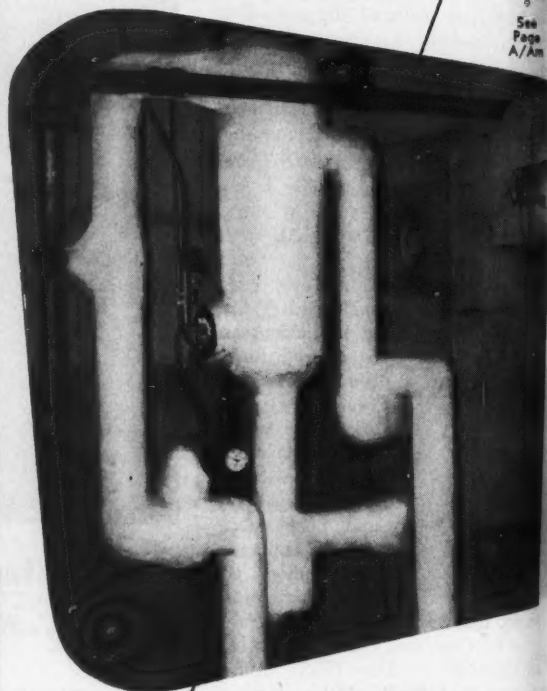
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MERCHANDISE MART • CHICAGO 54, ILLINOIS

# The Meat Trail...

## Coverdale Succeeds Wilson As Top Leader of 4-H Work

JOHN W. COVERDALE of The Rath Packing Co., Waterloo, Ia., has been elected president of the National Committee on Boys and Girls Club Work, which fosters the 4-H Club program through co-operation with county, state and federal extension services.



J. COVERDALE

One of the founders of the committee and a director since 1921, he succeeds THOMAS E. WILSON, 89, former chairman of Wilson & Co., Inc., Chicago, who had served continuously as president of the committee since 1924.



T. E. WILSON



W. W. PRINCE

Wilson also was one of the founders of the group. WILLIAM WOOD PRINCE, president of Armour and Company, was elected to the committee.

The board of directors conferred upon Wilson the honorary title of president emeritus and paid tribute to his "keen foresight and discernment" concerning the needs of rural youth. Wilson's leadership in the 4-H cause, the board said, has been reflected "not only in the fabulous growth of the committee but in the hearts of millions of Americans who are better citizens today because of his unselfish example."

The new committee president, who was one of the planners and the first secretary of the American Farm Bureau Federation, joined The Rath Packing Co. in 1932 as director of the feed, grain and fertilizer division and in 1945 founded the Rath agricultural bureau. Coverdale, now 75, retired as director of the bureau in 1953 but continues his association with the company, devoting his time to public relations projects.

Long interested in livestock, Coverdale assisted in organizing the Na-



"SEAL OF APPROVAL" of American Humane Association for humane handling and dispatching of beef is presented to G. F. Chambers (left), president and general manager of Cascade Meats, Inc., Salem, Ore., by T. B. Winship, president of Oregon Humane Association. Award followed thorough inspection of sanitation and maintenance in firm's receiving and holding pens, drive alleys and kill floor and use of Schermer stunner for mechanical knocking of cattle.

tional Live Stock and Meat Board and has served as chairman of the national committee on education for the Livestock and Meat Industry Council. He also organized the first meat animal show in Waterloo, now an annual affair. Coverdale now is serving as president of the Iowa Good Roads Association.

## Jaeke to Head Oscar Mayer Planning and Engineering

Oscar Mayer & Co. has granted a request by ADOLPH C. BOLZ that he be relieved as active administrative head of the company's planning and engineering division, one of his functions as senior vice president, OSCAR G. MAYER, JR., president, announced.

The change will become effective October 1. HAROLD T. JAEKE, Davenport (Ia.) plant manager and vice



A. C. BOLZ

president of the company, will be transferred to Madison, Wis., as vice president of planning and engineering, effective the same date.

Bolz, a veteran of 42 years with



H. T. JAEKE

Oscar Mayer & Co., will continue to serve from the company's Madison executive offices as a member of the board of directors, the general policy committee and the finance committee. He also will continue as chairman of the board of the subsidiary Kartridg-Pak Machine Co.

Jaeke has been with the company for 21 years in many positions, including operations manager of the Madison plant and plant manager at Philadelphia and Davenport.

## WSMPA Regional Meetings Set for Seattle, Portland

Regional dinner meetings are scheduled next week for Washington and Oregon members of the Western States Meat Packers Association. The Washington meeting will be on Tuesday evening, June 17, at the Washington Athletic Club, Seattle, and the Oregon gathering will be on Friday evening, June 20, in the Mallory Hotel, Portland.

The WSMAPA Cost Control Manual will be explained at both meetings by BURTON A. DAVIS, vice president of Food Management, Inc., Cincinnati. The Oregon meeting also will be addressed by JAMES HILL, JR., president of Pendleton Grain Growers, Inc., on "Area Economics and Meat Animals" and by WILLIAM E. REINHARDT, vice president in charge of the meat department of Fred Meyer Co., Portland.

## NIMPA Midwestern Meeting

The regional meeting of the Midwestern division, National Independent Meat Packers Association, has been scheduled for Friday and Saturday, October 24-25, at the Hotel President, Kansas City, Mo. The dates coincide with the last two days of the big American National Livestock Show in Kansas City. Vice president of the Midwestern division is EDWARD OLSZEWSKI, vice president of American Packing Co., St. Louis.

## JOBS

Three promotions in the sales division of Geo. A. Hormel & Co., Austin, Minn., have been announced by M. B. THOMPSON, executive vice president. H. C. (HANK) BUSCH was named car route sales manager and will coordinate all Austin car route sales efforts throughout the country. Until his successor as sales manager of eastern car routes is appointed, Busch also will continue to handle

the responsibilities of that post. The midwest sales division of the company has been divided geographically for greater efficiency, with ARNOLD BRUSTAD named sales manager of the Minnesota division and SCOTT JOHNSON appointed sales manager of the Wisconsin unit. Brustad previously was sales manager of the midwest division, and Johnson was sales manager in charge of a number of key items, including fresh sausage and sliced bacon.

CURTIS G. PIEPER has been elected chairman of the board of Oswald and Hess Co., Pittsburgh, succeeding the late GEORGE A. HESS, founder of the company. Pieper has been associated with the firm since 1937 in the capacity of vice president in charge of production, which position he will continue to hold. Other officers are CARL H. PIEPER, president, and WILLIAM J. SCHNEBEL, secretary and treasurer. Other directors are M. L. PIEPER and JOSEPH DEUTSCH.

Additional responsibilities have been assigned to managers of four sales divisions at the Sioux Falls (S. D.) plant of John Morrell & Co.,



E. E. GRAF

J. F. VANDER PLOEG, sales manager, announced. They are E. E. GRAF, R. C. ATKINS, L. D. MUETZEL and M. D. DEBELSER. Graf has been named manager of the metropolitan sales division and will be in charge of fresh pork and cured meat sales in addition to continuing as manager



L. MUETZEL

of the southwestern sales division. Atkins has been assigned managerial responsibilities for the midsouthern sales division in addition to his duties as manager of the mideastern sales division. Muetzel, presently manager



R. C. ATKINS



M. DeBELSER

of smoked meat and sliced bacon sales, has been named an assistant in the sales training program for the Sioux Falls plant. DeBelser assumes responsibility for the sale of domestic lard and shortening and will assist Muetzel in smoked meat and sliced bacon sales.

WILLARD ELIEL has been elected president of Silver Skillet Brands, Inc., Skokie, Ill., succeeding CHARLES HORWITZ, who retired recently. MILTON HORWITZ, former executive vice president of the meat processing concern, was named chairman of the board. Eliel resigned in January as president of College Inn Food Products Co., Chicago, after 12 years in that post and 35 years with the firm.

## PLANTS

Purchase of DeSchepper Packing Co., Milan, Ill., has been announced by DONALD VIAGER of East Moline, Ill. He said the firm will continue to handle beef for the wholesale trade and home freezer owners.

Dugdale Packing Co., St. Joseph, Mo., has obtained a building permit for the construction of a new \$25,000 loading dock.

Fire that started in a smokehouse of Bechtol's, Orrville, O., caused an estimated \$15,000 damage to the plant and contents.

## TRAILMARKS

June graduates receive some useful advice from OSCAR G. MAYER, chairman of the board of Oscar Mayer & Co., Chicago, in the June 8 issue of the *Chicago Sunday Tribune Magazine*. Lifelong personal development, consideration for others and due service to society are recommended by Mayer in his article on "A Working Plan for a Good Life."

The honorary degree of doctor of laws was conferred upon E. D. HENNEBERRY, former president of Hull & Dillon Packing Co., Pittsburg, Kan., during commencement exercises at St. Ambrose College, Davenport, Ia. One of the oldest living alumni of St. Ambrose and the only surviving members of the class of 1903, Henneberry was honored for service to his country, to higher education and to the college. Widely known among packers, Henneberry entered the industry in 1905 in Arkansas City, Kansas. He joined Hull & Dillon in 1921 and served as president of that firm from 1928 until his retirement from active business in 1954. In October, 1954, Henneberry received a citation and was elected to

## Ship Ahoy! He's Our Boy

Like most major public figures in Arkansas, CHRIS E. FINKBEINER, president of Little Rock Packing Co., came in for some heavy ribbing during the recent biennial Gridiron Dinner sketch of Arkansas affairs presented by the Pulaski County Bar Association.



C. FINKBEINER

Incumbent Governor ORVAL E. FAUBUS, whom Finkbeiner hopes to take out of the running in the July 29 Democratic primary, was portrayed campaigning in front of the girls' dressing room at Central High School. The lowing of cattle interrupted the scene and signaled the arrival of a character identified as Finkbeiner.

"Candidate Finkbeiner" went into a lengthy parody to the tune of "When I Was a Lad," from the Gilbert and Sullivan "H. M. S. Pinafore." Among the verses was:

*I wanted to run in '56 you see  
For guv-nor of the Land of Opportunity-tee.*

*But Mama and my Brothers said:  
"No sir-reel!"*

*So I just kept peddl-ing those  
fine wee-nees!*

*Chorus: He kept peddl-ing those  
fine wee-nees!*

*I sold those weenies so success-  
full-ee*

*That half of every night I was  
on Tee-Vee.*

*Now I'm in the race and paid my  
ballot fee*

*To be gov-er-nor would give me  
great echsta-see!*

*No matter what the voters might  
think of me*

*They always eat my cold cuts  
while they watch TV.*

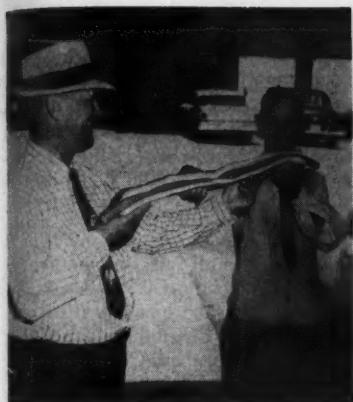
*Chorus: Look out, Faubus-  
Gangway for him!*

*With all that baloney, he's sure  
to win.*

life membership by the board of directors of the American Meat Institute in recognition of his 34 years of service on numerous committees.

*Pig Tales*, monthly house publication of Reliable Packing Co., Chicago, has received a certificate of merit for outstanding achievement in its field from the National Federation of Advertising Agencies. The 16-page magazine, published under the supervision of RICHMOND UNWIN, assistant

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LOOKING OVER a long one in preparation for tying in with "National Hot Dog Month" in July are Richard V. Keim, president, and Sumner B. Eshelman, vice president in charge of sales, H. H. Keim Co., Ltd., Nampa, Ida. Firm plans to choose local hot dog queen and to promote hot dog eating contests in some surrounding towns. Operated under federal inspection, Keim concern distributes product in Southwestern Idaho and Eastern Oregon under brand name of "Bestever."

to the president of Reliable, goes to employees and customers of the pork packing concern. Sidney Clayton & Associates, advertising agency for Reliable, entered the publication in the national contest.

DAVID STEARN, a director of John Morrell & Co., Chicago, since 1928, has been elected to the position of honorary director, and O. PAUL DECKER has been elected to the board of directors for the unexpired term of Stearn, G. M. FOSTER, chairman of the board, announced. Decker is president of the National Boulevard Bank of Chicago.

The National Association of Hotel and Restaurant Meat Purveyors has moved its offices to 100 W. Monroe st., Chicago. The telephone number remains FRanklin 2-3980. HARRY L. RUDNICK is secretary-treasurer of the association.

D. J. WATSON of Stark, Wetzel & Co., Inc. Indianapolis, has been elected second vice president of the Indianapolis Association of Credit Men.

New president of the Iowa Credit Union League is GROVER MILLER, secretary-treasurer of the credit union at the Oscar Mayer & Co. plant in Davenport, Ia.

Employees of Geo. A. Hormel & Co., Austin, Minn., played a major part in a successful subscription drive to finance the building of a new 80-unit hotel-motel in Austin as a community project. R. F. GRAY, Hormel president, was general chairman of an

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LOWER INITIAL, OPERATING AND MAINTENANCE COSTS



One of fleet of insulated meat trucks which uses Foster-Built Dry Ice Bunkers to maintain efficient refrigeration.



No matter what you haul . . . if it requires refrigeration, Foster-Built Dry Ice Bunkers provide the most effective low-cost refrigeration for both fleet AND individual operations . . . frozen or non-frozen loads!

Over-the-road haulers and shippers all over the country like Foster-Built Bunkers because they cost only a FRACTION of the invest-

ment required for most mechanical systems.

Economical to operate, Foster-Built Bunkers effect BIG SAVINGS on your dry ice bill . . . and there's absolutely no danger of load loss due to mechanical breakdown!

Maintenance-free operation . . . rugged, simple design and construction assure trouble-free operation.



**EASILY  
INSTALLED**  
 MAKE YOUR OWN TEST

Order and Install Just One  
 Foster-Built Bunker . . .  
 You'll be amazed at the  
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3 MODELS AVAILABLE. There's a Foster-Built Bunker to Fit Every Truck Refrigeration Requirement!



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**for every  
meat  
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**Custom-mixed . . .  
ready to use. Made  
from the world's  
choicest spices ex-  
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in natural, part  
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**PORK • BEEF • LAMB • VEAL  
CANNED MEATS  
COMMERCIAL SHORTENINGS  
NATURAL CASINGS • DRY  
SAUSAGE • LARD FLAKES**

**THE RATH PACKING CO., WATERLOO, IOWA**



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executive committee spearheading the effort. Of the 80 committee members, 28 were Hormel employees. In addition, 50 Hormel employees and/or their wives served as members of a general sales organization that sold securities. More than 1,500 subscriptions totaling \$713,000 had been received late last month.

DAVE DEIBEL, assistant manager of advertising and sales promotion for The Rath Packing Co., Waterloo, Ia., will be among the speakers at an Iowa conference on distribution June 19 at Iowa State Teachers College.

The Union Beef Co., Providence, R. I., was robbed of \$1,200 by burglars who forced opened a safe.

## **DEATHS**

CULLEN W. LEVENGOOD, 56, a sales executive for Armour and Company, Chicago, died June 10. With Armour 33 years, he was plant sales manager at Columbus, O., before transferring to Chicago six years ago.

New York City police are investigating the death of SAMUEL WOLKOFF, 42, part-owner of Onley Refrigerated Transportation Corp., who was found strangled late last week in a parking lot. The Onley concern, situated in the heart of the city's wholesale meat district, hauls meat from Chicago to New York.

ALVIN L. HORN, 45, owner of Al Horn Meats, Chicago, died recently. He was a wholesale meat dealer in Chicago for many years.

JULIUS H. HILDEBRANDT, 90, one of the founders of The Hildebrandt Provision Co., Cleveland, has passed away. The firm was established in 1910 by Hildebrandt and his brother, the late C. R. After leaving the company, Julius Hildebrandt was a supervisor in several other meat processing concerns. He retired 20 years ago.

ARNOLD W. MILLER, 56, sales representative for Schwenger-Klein, Inc., Cleveland, industry supplier, died recently after 40 years with the firm. A brother, FRED C. MUELLER, is assistant secretary of the company.

## **They Didn't Believe Him**

Safecrackers obviously thought someone was kidding at Dick & Co. South Bend, Ind. Despite a large sign saying "No Money in Here," they battered open a 200-lb. safe at the meat processing concern only to find the information true. Owner FRED S. DICK said he had placed the sign on the safe to discourage burglars from breaking into it.

# ALL MEAT... output, exports, imports, stocks

## Meat Output Up, But Below Year Ago

Production of meat rose sharply following the holiday, but not enough to bring it up to volume for the same week last year. Output under federal inspection last week totaled 367,000,000 lbs. for a 22 per cent gain over the previous week's volume of 307,000,000 lbs., but it lagged 18,000,000 lbs. under the 385,000,000 lbs. produced a year ago. Slaughter of all livestock, although up for the week, was smaller than last year. Estimated slaughter and meat production by classes appear below:

Week Ended	BEEF		PORK (Excl. lard)	
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.
June 7, 1958	373	208.1	1,010	142.0
May 31, 1958	299	166.8	863	118.1
June 8, 1957	384	209.2	1,045	146.4

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD.
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
June 7, 1958	108	13.8	257	11.6	367
May 31, 1958	95	12.3	222	10.2	307
June 8, 1957	136	17.3	278	12.5	385

1958-59 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 367,561.

1958-59 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

**AVERAGE WEIGHT AND YIELD (LBS.)**

Week Ended	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
June 7, 1958	1,000	558	251	141
May 31, 1958	1,005	558	248	137
June 8, 1957	975	545	253	140

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD.	
	Live	Dressed	Live	Dressed	Per cwt.	Mil. lbs.
June 7, 1958	230	128	94	45	—	33.3
May 31, 1958	230	126	95	46	—	28.5
June 8, 1957	227	127	93	45	15.1	40.0

## April, Year Meat Output Below 1957

Meat production in commercial slaughter plants in April rose 4 per cent to 1,987,000,000 lbs. over March volume of 1,908,000,000 lbs., but lagged 3 per cent below April 1957 total of 2,041,000,000 lbs. The four-month aggregate of 7,971,000,000 lbs. was 7 per cent under last year's 8,605,000,000 lbs. for the same period. Slaughter of all meat animals in April, except that of sheep and lambs, was down from last year. Cattle kill for the year numbered about 14 per cent below last year, with that of hogs a fraction under 6 per cent smaller than a year ago. Estimated livestock slaughter and meat production appear below as follows:

COMMERCIAL LIVESTOCK SLAUGHTER BY MONTHS, 1958-57, IN '00's

	Cattle		Calves		Hogs		Sheep & Lambs	
	1958	1957	1958	1957	1958	1957	1958	1957
Jan.	2,201.9	2,473.3	904.4	1,067.5	6,714.0	6,879.8	1,196.3	1,489.2
Feb.	1,767.3	1,998.6	775.1	910.5	5,421.4	5,995.1	1,051.7	1,220.9
Mar.	1,841.9	2,038.2	864.1	1,021.5	5,792.5	6,388.0	1,119.6	1,142.6
Apr.	1,878.9	2,028.8	800.2	985.2	5,020.3	5,979.0	1,208.2	1,213.1
May	2,250.6	2,250.6	833.7	833.7	5,867.4	5,867.4	1,286.5	1,286.5
June	2,074.3	2,074.3	870.1	870.1	4,794.6	4,794.6	1,185.6	1,185.6
July	2,364.0	2,364.0	985.6	985.6	5,032.7	5,032.7	1,358.8	1,358.8
Aug.	2,316.8	2,316.8	1,005.7	1,005.7	5,309.4	5,309.4	1,259.0	1,259.0
Sept.	2,206.4	2,206.4	1,039.9	1,039.9	5,995.7	5,995.7	1,243.1	1,243.1
Oct.	2,423.8	2,423.8	1,169.9	1,169.9	7,225.2	7,225.2	1,366.7	1,366.7
Nov.	2,030.3	2,030.3	958.5	958.5	6,532.7	6,532.7	1,087.3	1,087.3
Dec.	1,979.1	1,979.1	911.1	911.1	6,608.4	6,608.4	1,103.1	1,103.1
Jan.-Apr.	7,000.0	8,551.8	3,343.8	3,999.6	23,848.2	25,233.8	4,655.8	5,065.2

COMMERCIAL MEAT, LARD OUTPUT BY MONTHS, 1958-57, IN MILLION POUNDS.

	Beef		Veal		Pork		L & M		Totals		Lard	
	1958	1957	1958	1957	1958	1957	1958	1957	1958	1957	1958	1957
Jan.	1,210	1,324	106	127	892	913	59	72	2,267	2,436	221	215
Feb.	961	1,081	86	107	709	778	53	60	1,809	2,026	170	188
Mar.	986	1,095	92	111	774	831	56	56	1,908	2,006	177	215
Apr.	1,024	1,084	91	113	807	788	65	57	1,987	2,041	188	207
May	1,201	1,201	117	117	785	785	60	60	2,163	2,163	211	211
June	1,085	1,085	114	114	663	663	53	53	1,915	1,915	174	174
July	1,218	1,218	132	132	687	687	60	60	2,097	2,097	186	186
Aug.	1,149	1,149	137	137	694	694	56	56	2,082	2,082	159	159
Sept.	1,266	1,266	140	140	760	760	56	56	2,095	2,095	173	173
Oct.	1,067	1,067	109	109	865	865	62	62	2,403	2,403	216	216
Nov.	1,063	1,063	98	98	883	883	53	53	2,097	2,097	207	207
Dec.	1,063	1,063	98	98	883	883	53	53	2,097	2,097	216	216
Jan.-Apr.	4,181	4,592	375	460	3,182	3,308	233	245	7,971	8,605	756	845

## AMI PROVISION STOCKS

Provision stocks as reported to the American Meat Institute totaled 167,400,000 lbs. on May 31. This volume was 27 per cent below the 228,400,000 lbs. in stock about a year earlier.

Stocks of lard and rendered pork fat at 42,400,000 lbs. compared with 67,800,000 lbs. in stock a year earlier.

The accompanying table shows stocks as percentages of holdings two weeks before and a year earlier.

	May 31 stocks as percentages of inventories on	
	May 17 1958	June 1 1957
<b>HAMS:</b>		
Cured, S.P.-D.C.	95	84
Frozen for cure, S.P.-D.C.	87	68
Total hams	89	72
<b>PICNICS:</b>		
Cured, S.P.-D.C.	95	74
Frozen for cure, S.P.-D.C.	95	39
Total picnics	98	47
<b>BELLIES:</b>		
Cured, D.S.	95	100
Frozen for cure, D.S.	95	212
Cured, S.P.-D.C.	98	81
Frozen for cure, S.P.-D.C.	95	82
<b>OTHER CURED MEATS:</b>		
Cured and in cure	100	161
Frozen for cure	92	37
Total other	97	64
<b>FAT BACKS:</b>		
Cured, D.S.	104	115
<b>FRESH FROZEN:</b>		
Loins, spareribs, neckbones, trimmings, other—Total	90	57
TOT. ALL PORK MEATS	93	73
LARD & R.P.F.	94	63

## U. S. Lard Exports Down 23% In January-March This Year

United States exports of lard during January-March at 105,000,000 lbs., were down 23 per cent from 136,000,000 lbs. during the corresponding period in 1957. The principal reasons for the decline, by export areas, were:

**North America**—sharp drop in exports to Canada,

**South America**—loss of Bolivian market due to Argentine competition.

**Europe**—European lard available at considerably lower prices.

U. S. exports of lard by country and area are listed below as follows:

	1956	1957	January-March 1957	1958
<b>North America:</b>				
Canada	17,723	26,611	6,855	2,272
Mexico	14,786	11,782	2,979	2,886
Salvador	3,613	3,082	1,182	871
Panama	4,424	4,893	1,322	1,765
Cuba	163,078	178,791	50,456	50,178
Haiti	6,322	6,982	2,375	1,513
Others	2,210	2,360	2,102	2,945
Totals	227,183	241,991	67,071	62,430
<b>South America:</b>				
Bolivia	7,159	4,681	612	...
Peru	6,673	2,770	56	303
Venezuela	604	991	110	137
Others	1,763	38	...	4
Totals	27,627	15,420	778	444
<b>Europe:</b>				
Austria	26,807	7,514	4,317	1,100
W. Germany	70,210	17,779	7,112	753
Britain	161,591	149,529	40,202	30,775
Yugoslavia	88,496	62,392	15,694	8,863
Others	478	318	180	23
Total	353,168	237,974	67,494	41,514
<b>Asia</b>	3,371	5,767	752	507
<b>Others</b>	...	...	35	72
<b>World</b>	611,394	501,262	136,130	104,967

\*Preliminary.

# PROCESSED MEATS . . . SUPPLIES

## Oregon Packers Study State Pilot Meat Grading Program

Southern Oregon meat processors and packers will study the possibility of a pilot meat grading program in their area to obtain information on costs and effectiveness of a statewide service. The action was taken at a recent conference in state department of agriculture headquarters.

Chester Liechty of the state animal industry staff explained that it is difficult to determine the exact costs of such a program, as so many factors are unknown—including the volume of cattle to be graded, lodging and travel costs for the grader, and the number of plants willing to commit themselves to the program.

A state grading service must be self-sustaining on a fee basis from the plants applying for the service.

Packers attending the meeting agreed that with the small volume of slaughter and distances involved between many of the plants, service would be impracticable without commitments from a number within the area to be served. Most of those attending also said it would be better to have a specialized staff of graders devoting their time specifically to that work, than to use as graders lay meat inspection personnel, already employed by the department.

F. L. Ritter of the Oregon Meat Council, will investigate if a state service could use the closest federal grading supervisor as an appeal agent.

This was the second meeting concerning a state meat grading service

for plants under state inspection. The processors said they are handicapped in their markets by not being able to offer graded meats, which more and more are in demand by consumers.

Agriculture Director, Robert J. Steward, told the group, "We are trying to enlarge our feeder industry here in Oregon in order to take the animal from the ranch to the slaughterhouse right here in our own state. To do this, we must develop our meat processors and packers. If the lack of a state grading service is a weak link in the chain, we must look for a method to change this."

## European Lard Exporters Promote Sales to W. Germany

The French lard export association has recently agreed to participate in a promotion program to increase lard consumption in West Germany. West German importing interests, who took the initiative in the program, had already worked out agreements with the Dutch, Danes, Poles, and Swedes. The program began June 1.

Since the sponsoring groups are primarily interested in promoting lard imports from European countries, the program is another threat to United States-European lard trade. Funds for the project will come from small contributions by exporters in the listed European countries and will be based on the quantities of lard exported to Germany. The purpose of the campaign is to counteract declining consumption of animal fats.

## Indexes Dip; Meat Down 0.4

The rising trend, which had pushed prices on some consumer commodities to their highest levels on record, was checked in the week ended June 3 according to the Bureau of Labor Statistics. The wholesale price index on meats for the period declined to 115.0 from its high of 115.4 for the previous week. The average primary market price index settled to 119.1 from 119.3 for the week before. The same indexes last year were 95.7 and 117.5, respectively. Current indexes were calculated on the basis of the 1947-49 average of 100 per cent.

## Call For Beef Deductions

Among resolutions passed by members of Washington Cattleman's Association at their recent annual meeting was one calling for all meat packers purchasing cattle from producers in the state to deduct 5c per head to help finance beef promotion. Of the per head deductions, 2c would go to the National Livestock and Meat Board and 3c to the Washington Beef Council.

## Greece Out For U. S. Meats

Greece is reported to be in the market for United States meats, for which she has requested bids from U. S. suppliers, the Bureau of Foreign Commerce has reported. The request includes 190 metric tons of canned meats of the corned beef variety—50 tons in 12-ounce cans with keys, and 140 tons in six-pound cans, according to B.F.C.

### DOMESTIC SAUSAGE

	(cwt.)	(lb.)
Pork sausage, bulk, .....	47 1/2	@49 1/2
In 1-lb. roll .....	47 1/2	@49 1/2
Pork saus., s.c., 1-lb. pk. 65 ..	69	
Frank's, s.c., 1-lb. pk. ..	68 1/2	@75
Frank's, skinless, .....	55	@58
1-lb. package .....	56 1/2	@64
Bologna, ring (bulk) ..	56 1/2	@64
Bologna, art. cas., bulk ..	47 1/2	@54
Bologna, s.c., sliced, ..	55	@58
6-7 oz. pk., dos. ....	3.13	@3.84
Smoked liver, h.b., bulk ..	56	@58
Smoked liver, a.c., bulk ..	48	@51
Polish saus., smoked ..	63	@75
New Eng. lunch spec. ..	67	@81
New Eng. lunch spec., ..	4.06	@4.92
sliced, 6-7 oz., dos. ....	51 1/2	@61
O.L., sliced 6-7 oz., dos. ..	3.33	@3.84
Blood, tongue, h.b., ..	67	@71
Pepper loaf, bulk .....	64 1/2	@78
P.L., sliced, 6-7 oz., dos. ..	3.24	@4.80
Pickle & pimento loaf ..	48 1/2	@57
P.&P. loaf, sliced, .....	3.24	@3.60
6-7 oz., dosen .....	3.24	@3.60

### DRY SAUSAGE

	(cwt.)	(lb.)
Cerrelat, ch. hog bungs. ..	1.07	@1.00
Thuringer .....	66	@68
Farmer .....	91	@93
Holsteiner .....	77	@79
Salami, B. C. ....	99	@1.01
Salami, Genoa style ..	1.11	@1.13
Salami, cooked .....	58	@60
Pepperoni .....	97	@99
Stellan .....	1.02	@1.04
Goteberg .....	81	@83
Martadella .....	66	@68

### SEEDS AND HERBS

	(cwt.)	(lb.)
Caraway seed .....	19 1/2	@24 1/2
Cominos seed .....	42	@47
Mustard seed, .....	23	
fancy .....	17	
yellow Amer. ....	44	
Oregano .....	20	@24
Coriander, .....	60	@65
Morocco, No. 1 .....	56	@64
Marjoram, French ..	60	@65
Sage, Dalmatian, ..	56	@64
No. 1 .....	56	@64

### SPICES

	(Basis Chicago, original barrels, bags, bales)	Whole	Ground
Allspice, prime .....	82	92	
Resifted .....	90	97	
Chili, pepper .....	45	45	
Chili, powder .....	45	45	
Cloves, Zanzibar ..	64	69	
Ginger, Jam., unbl. ..	61	67	
Mace, fancy, Banda ..	3.50	4.00	
West Indies .....	3.50	3.50	
East Indies .....	3.20	3.20	
Mustard flour, fancy ..	40	40	
No. 1 .....	36	36	
West Indies nutmeg ..	2.50	2.50	
Paprika, Amer. No. 1 ..	48	48	
Paprika, Spanish ..	67	67	
Cayenne pepper .....	62	62	
Pepper: .....			
Red, No. 1 .....	55	55	
White .....	53	53	
Black .....	58	58	

### SAUSAGE CASINGS

	(cwt.)	(lb.)
Clear, 29/35 mm. ....	1.15	@1.25
Clear, 35/38 mm. ....	1.00	@1.20
Clear, 35/40 mm. ....	85	@1.05
Clear, 38/40 mm. ....	1.05	@1.25
Clear, 40/44 mm. ....	1.30	@1.50
Clear, 44 mm./up .....	1.85	@2.50
Not clear, 40 mm./up ..	75	@85
Not clear, 40 mm./up ..	85	@95
Beef weasands: .....		
No. 1, 24 in./up .....	14	@17
No. 1, 22 in./up .....	10	@15
Beef middles: .....		
Ex. wide, 2 1/2 in./up ..	3.50	@3.70
Spec. wide, 2 1/2 in. ....	2.60	@2.70
Spec. med. 7 1/2 in. ....	1.50	@1.60
Narrow, 1 1/2 in./dn. ....	1.10	@1.20
Beef bungs caps: .....		
Clear, 5 in./up .....	33	@38
Clear, 4 1/2 in. ....	28	@32
Clear, 4 1/4 in. ....	19	@21
Clear, 3 1/2 in. ....	15	@16
Not clear, 4 1/2 in./up ..	18	@21
Beef bladders, salted: ..		
7 1/2 in./up, inflated ..	18	
6 1/2-7 1/2 in., inflated ..	15	
5 1/2-6 1/2 in., inflated ..	13	@14
Pork casings: .....		
29 mm./down .....	4.65	@4.80
29/32 mm. ....	4.50	@4.65
32/35 mm. ....	3.70	@3.80
35/38 mm. ....	3.25	@3.50
38/44 mm. ....	3.10	@3.20

	(Each)	(lb.)
Hog bungs: .....		
Sow, 34 in. cut .....	42	@46
Export, 34 in. cut .....	40	@46
Large prime, 34 in. ....	40	@46
Med. prime, 34 in. ....	27	@30
Small prime .....	16	@18
Middles, cap off .....	60	@67
Hog skips .....	54	@60
Hog runners, green .....	19	@25
Sheep casings: .....		
26/28 mm. ....	6.10	@6.40
24/26 mm. ....	5.95	@6.25
22/24 mm. ....	4.75	@5.05
20/22 mm. ....	4.00	@4.30
18/20 mm. ....	2.70	@2.85
16/18 mm. ....	1.50	@1.65

### CURING MATERIALS

	(cwt.)	(lb.)
Nitrite of soda, in 400-lb. ..	81	@85
bbals., del. or f.o.b. Chgo. ....	81	@85
Pure refined gran. ....	5.60	
nitrate of soda .....	5.60	
Pure refined powdered nitrate ..	4.80	
Salt, paper sacked, f.o.b. ....	20.00	
Chgo. gran. carlots, ton ..	20.00	
Rock salt in 100-lb. ....	28.50	
bags, f.o.b. whse. Chgo. ....	28.50	
Sugar: .....		
Raw, 96 basis, f.o.b. N.Y. ....	5.50	
Refined standard cane gran. basis (Chgo.) ..	9.00	
Packers curing sugar, 100-lb. ....	9.00	
lb. bags, f.o.b. Reserve, ..	9.00	
La., less 2% .....	8.80	
Dextrose, regular: .....		
Cerelose, (carlots cwt.) ..	7.40	
Ex-warehouse, Chicago .....	7.40	



## 54

# BY-PRODUCTS...FATS AND OILS

## BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)  
Wednesday, June 11, 1958

### BLOOD

Unground, per unit of ammonia, bulk ..... 7.00n

### DIGESTER FEED TANKAGE MATERIALS

Wet rendered, unground, loose:

Low test ..... 7.75n  
Med. test ..... 7.50n  
High test ..... 7.25n

### PACKINGHOUSE FEEDS

Carlota, ton  
50% meat, bone scraps, bagged \$ 90.00@ 97.50  
50% meat, bone scraps, bulk .. 87.50@ 92.50  
60% digester tankage, bagged.. 95.00@100.00  
60% digester tankage, bulk ... 92.50@ 95.00  
80% blood meal, bagged ..... 125.00@135.00  
Steam bone meal, 50-lb. bags, (specially prepared) ..... 92.50  
60% steam bone meal, bagged.. 75.00

### FERTILIZER MATERIALS

Feather tankage, ground ..... \$5.75n  
per unit of ammonia ..... \$6.00@6.50n  
Hoof meal, per unit ammonia .... \$6.00@6.50n

### DRY RENDERED TANKAGE

Low test, per unit prot. .... 1.80n  
Med. test, per unit prot. .... 1.75@1.80n  
High test, per unit prot. .... 1.70n

### GELATINE AND GLUE STOCKS

Bone stock (gelatine), ton ..... 24.00  
Cattle jaws, feet (non-gel.), ton .. 9.00@13.00  
Trim bone, ton ..... 12.00@17.00  
Pigskins (gelatine), cwt. .... 6.50  
Pigskins (rendering), piece ..... 15@25

### ANIMAL HAIR

Winter coll dried, per ton ..... None quoted  
Summer coll dried, per ton ..... \$25.00@30.00  
Cattle switches, per piece ..... 3@3 1/2  
Winter processed (Nov.-March)  
gray, lb. .... 9n  
Summer processed (April-Oct.)  
gray, lb. .... 5@6n

\*Deliv'd, f.c.a.f. Midwest, n—nominal, a—asked.

## TALLOW and GREASES

Wednesday, June 11, 1958

Buying interest on inedible tallow and greases in the Midwest area late last week was quiet. Inquiry out of the East was moderate, with buyers looking for bleachable fancy tallow and choice white grease. Several tanks of choice white grease, all hog, sold at 8 1/4c, delivered New York. Bleachable fancy tallow was bid at 8 3/4@ 8 1/2c, same destination, the outside price on hard body material. Offerings were held at 8 3/4@ 8 1/4c.

Original fancy tallow was available on Monday of the new week at 8 3/4@ 9c, c.a.f. East. Yellow grease was bid at 6 1/4c, and special tallow and B-white grease at 7 1/4c, c.a.f. Chicago. Bleachable fancy tallow was bid at 7 3/4@ 7 1/2c, c.a.f. Chicago. Additional tanks of edible tallow sold at 10 1/2c, f.o.b. River points.

On Tuesday several more tanks of choice white grease, all hog, sold at 8 1/4c, delivered East. Additional tanks were offered at 1/2c higher. In the Midwest, more active buying inquiry

was noticeable on the better grades, while the lower grades were on the draggy side. Edible tallow was still bid at 11 1/4c, c.a.f. Chicago, with offerings at 11 1/2@ 11 1/4c. Special specification material was said to have had inquiry at 11 3/4c, but no sales were reported at that basis. The best bid on bleachable fancy tallow c.a.f. Chicago basis, was at 7 1/4c.

The market at midweek was quiet, and mostly on a bid and offering basis. Special tallow was bid at 7 3/4c, and yellow grease at 7 1/2c, c.a.f. East. Buying interest on bleachable fancy was at 7 1/4c, special tallow and B-white grease at 7 1/4c, and on yellow grease at 6 1/4c, c.a.f. Chicago. Offerings were held fractionally higher. Regular production bleachable fancy tallow was bid at 8 1/2c, and hard body material at 8 3/4c, delivered East, or 1/2c over last inquiry. A fair trade was consummated on edible tallow at 11 1/4c, c.a.f. Chicago. Edible tallow was also offered at 8 3/4@ 8 1/4c, f.o.b. River, shipment date considered. Reports that some hard body bleachable fancy tallow sold at 8 3/4c, c.a.f. East.

TALLOW: Wednesday's quota-

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tions: edible tallow, 11 $\frac{1}{4}$ c, Chicago basis, and 10 $\frac{1}{4}$ c, f.o.b. River; original fancy tallow 8c; bleachable fancy tallow, 7 $\frac{1}{4}$ c; prime tallow, 7 $\frac{1}{4}$ c; special tallow, 7 $\frac{1}{4}$ c; No. 1 tallow, 7c, and No. 2 tallow, 6 $\frac{1}{2}$ @8 $\frac{1}{4}$ c.

**GREASES:** Wednesday's quotations: choice white grease, not all hog, 7 $\frac{1}{2}$ @7 $\frac{1}{4}$ c; B-white grease, 7 $\frac{1}{4}$ c; yellow grease, 6 $\frac{1}{4}$ c; house grease, 6 $\frac{1}{2}$ c; and brown grease, 6c. Choice white grease, all hog, was quoted at 8 $\frac{3}{4}$ c, c.a.f. East.

### EASTERN BY-PRODUCTS

New York, June 11, 1958

Dried blood was quoted today at \$5.75@\$6 per unit of ammonia. Low test wet rendered tankage was listed at \$6.25@\$6.50 per unit of ammonia and dry rendered tankage was priced at \$1.50 per protein unit.

### N.Y. COTTONSEED OIL FUTURES

FRIDAY, JUNE 6, 1958

	Open	High	Low	Close	Prev. close
July	14.85b	14.92	14.70	14.73	14.88
Sept.	14.80	14.82	14.62	14.63	14.77
Oct.	14.60b	14.67	14.55	14.61	14.70
Dec.	14.65b	14.70	14.58	14.55b	14.68
Jan.	14.65a			14.55a	14.65a
Mar.	14.65b	14.65	14.57	14.60b	14.60b
May	14.60b			14.57b	14.58b
July	14.75a			14.63a	14.62a

Sales: 262 lots.

MONDAY, JUNE 9, 1958

	Open	High	Low	Close	Prev. close
July	14.75b	14.77	14.57	14.57	14.73
Sept.	14.65b	14.67	14.50	14.50b	14.63
Oct.	14.62b	14.65	14.49	14.49	14.61
Dec.	14.62b	14.61	14.47	14.48b	14.55b
Jan.	14.55a			14.45a	14.55a
Mar.	14.63b	14.67	14.63	14.56b	14.60b
May	14.57b			14.48b	14.57b
July	14.68a			14.57a	14.63a

Sales: 218 lots.

TUESDAY, JUNE 10, 1958

	Open	High	Low	Close	Prev. close
July	14.52	14.55	14.32	14.38	14.57
Sept.	14.48	14.50	14.32	14.38	14.50b
Oct.	14.40b	14.38	14.36	14.38b	14.49
Dec.	14.42b	14.46	14.26	14.37	14.48b
Jan.	14.40a			14.35a	14.45a
Mar.	14.50b	14.52	14.35	14.43	14.56b
May	14.45b			14.40b	14.48b
July	14.60a			14.43a	14.57a

Sales: 428 lots.

WEDNESDAY, JUNE 11, 1958

	Open	High	Low	Close	Prev. close
July	14.40	14.43	14.35	14.38	14.38
Sept.	14.39	14.43	14.34	14.37	14.38
Oct.	14.35b	14.37	14.33	14.34b	14.38b
Dec.	14.25b	14.27	14.31	14.31	14.37
Jan.	14.25a			14.31a	14.35a
Mar.	14.43b	14.44	14.43	14.40b	14.43
May	14.35b	14.41	14.40	14.37b	14.40b
July	14.45a	14.38	14.38	14.32b	14.43a

Sales: 328 lots.

### VEGETABLE OILS

Wednesday, June 11, 1958

Crude cottonseed oil, f.o.b.	
Valley	12 $\frac{1}{4}$ a
Southeast	12 $\frac{1}{2}$ a
Corn oil in tanks, f.o.b. mills	18
Soybean oil, f.o.b. Decatur	10 $\frac{1}{4}$
Peanut oil, f.o.b. mills	17 $\frac{1}{2}$ a
Coconut oil, f.o.b. Pacific Coast	13 $\frac{1}{4}$ a
Cottonseed foots:	
Midwest and West Coast	1 $\frac{1}{4}$
East	1 $\frac{1}{4}$

### OLEOMARGARINE

Wednesday, June 11, 1958

White dom. vegetable (30-lb. cartons)	27
Yellow quarters (30-lb. cartons)	26
Milk churned pastry (750 lbs., 30's)	23 $\frac{1}{4}$ @25
Water churned pastry (750 lbs., 30's)	22 $\frac{1}{4}$ @24
Bakers drums, ton lots	20 $\frac{1}{4}$

### OLEO OILS

Wednesday, June 11, 1958

Prime oleo stearine (slack barrels)	12 $\frac{1}{2}$ a
Extra oleo oil (drums)	18 @18 $\frac{1}{2}$
Prime oleo oil (drums)	17 $\frac{1}{2}$ @18

n—nominal, a—asked, b—bid, pd—paid.

# HIDES AND SKINS

Packer hides mostly steady with late last week's established levels—Small packer and country hides about steady with late last week—Trading in calfskins and kipskins moderate; light Northern kips lower—Better grade sheepskins higher, others weak.

### CHICAGO

**PACKER HIDES:** About 50,000 hides moved in moderately active trading. Late last Wednesday, butt-brands sold at 9c and 8 $\frac{1}{2}$ c for current and back salting, and branded cows sold at 10 $\frac{1}{4}$ c Chicago. On Thursday, branded cows sold at 10 $\frac{1}{2}$ c Denver. Friday, heavy native steers sold at 11c River and Northern. Heavy native cows sold at 11 $\frac{1}{2}$ c Austin, light native cows at 13 $\frac{1}{2}$ c Austin, and branded cows at 12c Southwest. Light native cows sold on Monday at 14 $\frac{1}{4}$ c Indianapolis. Wednesday's trading included: Heavy native steers, heavy native cows and branded steers, all at steady levels. Light native cows sold at 14 $\frac{1}{2}$ c@16 $\frac{1}{2}$ c.

**SMALL PACKER AND COUNTRY HIDES:** The market on these selections was relatively quiet. Native 60-lb. averages were quoted at 9 $\frac{1}{2}$ c nominal, as were the 50-lb. at 12c. Small packer calfskins and kipskins, all weights, were quoted nominally at 35c and 27@28c, respectively. On Wednesday, 85-lb. bulls sold at 7c.

Trading was thin in horsehides with prices steady. Untrimmed stock were quoted at 7.75@8.25 and the trimmed at 7.00@7.50. Locker butchers were quoted at 9c for the 48/50 lb. average. Midwest renderers were quoted at 8c and 8 $\frac{1}{2}$ c, and No. 3's at 6c.

**CALFSKINS AND KIPSKINS:** Trading was fair, with most prices steady. Lightweight Northern calfskins were quoted at 50s nominal and the heavies at 45c nominal. Regular production kipskins were quoted nominally at 38c as were the heavies at 37c. On Friday about 6,000 lightweight and heavy Northern calfskins sold at 50c and 45c, respectively, for Winona's. On Tuesday of this week, 2,000 lightweight Northern kipskins sold 2c lower at 38c St. Paul.

**SHEEPSKINS:** In the sheepskin market, advances were secured for better grades, with demand for the off grades weak. No. 1 shearlings were quoted at 1.00@2.00, the outside price on Southwesterns. No. 2's were quoted at .75, and No. 3's at .50. New crop lambs were quoted at 1.25, live weight basis.

### CHICAGO HIDE QUOTATIONS

PACKER HIDES		Wednesday, June 11, 1958	Cor. date 1957
Lgt. native steers	15 @15 $\frac{1}{4}$ n	11 $\frac{1}{2}$ @12	15 $\frac{1}{2}$
Hvy. nat. steers	11 @11 $\frac{1}{2}$ n	11 $\frac{1}{2}$ @12	15 $\frac{1}{2}$
Ex. lgt. nat. steers	18 @18 $\frac{1}{2}$ n	20 $\frac{1}{2}$ @21	15 $\frac{1}{2}$
Butt-brand, steers	9	9 $\frac{1}{2}$	9 $\frac{1}{2}$
Hvy. Texas steers	8 $\frac{1}{2}$ n	9 $\frac{1}{2}$	9 $\frac{1}{2}$
Light Texas steers	13n	12 $\frac{1}{2}$	16 $\frac{1}{2}$
Ex. lgt. Texas steers	16n	16 $\frac{1}{2}$	16 $\frac{1}{2}$
Heavy native cows	11 $\frac{1}{2}$ @12	18 @13 $\frac{1}{2}$	16
Light nat. cows	13 $\frac{1}{2}$ @16 $\frac{1}{2}$	16 @18	11 $\frac{1}{2}$ @13
Branded cows	10 $\frac{1}{4}$ @12n	11 $\frac{1}{4}$ @13	8 @8 $\frac{1}{2}$
Native bulls	7 $\frac{1}{2}$ @8 $\frac{1}{2}$ n	8 @8 $\frac{1}{2}$	7 @7 $\frac{1}{2}$
Branded bulls	6 $\frac{1}{2}$ @7 $\frac{1}{2}$ n	7 @7 $\frac{1}{2}$	7 @7 $\frac{1}{2}$
Calfskins:			
Northern, 10/15 lbs.	50n	45n	34 @35
10 lbs./down	45n	38n	34 @35
Kips, Northern native, 15/25 lbs.	38n	34 @35	

### SMALL PACKER HIDES

STEERS AND COWS:			
60 lbs. and over	9 $\frac{1}{2}$ n	12 $\frac{1}{2}$ @13n	9 $\frac{1}{2}$
50 lbs.	12n	12 $\frac{1}{2}$ @13n	

### SMALL PACKER SKINS

Calfskins, all wts.	35n	28 @29n	
Kipskins, all wts.	27 @28n	25 @26n	

### SHEEPSKINS

Packer shearlings:			
No. 1	1.00@2.00	2.00@2.50	
No. 2	.65@.75	1.90@2.00	
Dry Pelts	18n	20n	
Horsehides, untrim.	7.75@8.25	9.00@9.50	
Horsehides, trim.	7.00@7.50	8.00@8.50	

### N. Y. HIDE FUTURES

FRIDAY, JUNE 6, 1958

	Open	High	Low	Close	Prev. close
July	11.75b	11.80	11.66	11.50b	11.50b
Oct.	12.10b	12.10	12.10	11.55b-12.00	11.55b-12.00
Jan.				12.05a	

Sales: six lots.

	Open	High	Low	Close	Prev. close
July	12.15b	12.15	12.10	12.05b-12.10	12.05b-12.10
Oct.	12.60b	12.50	12.48	12.50	12.50
Jan.	12.75b	12.65	12.58	12.60b-12.70	12.60b-12.70
Apr.	12.85b	12.85	12.75	12.70b-12.80	12.70b-12.80
July	12.95b			12.85b-13.00	12.85b-13.00

Sales: 25 lots.

MONDAY, JUNE 9, 1958

	Open	High	Low	Close	Prev. close
July	11.50	11.50	11.50	11.45b-11.50	11.45b-11.50
Oct.	11.95b	11.95	11.95	11.95b-12.00	11.95b-12.00
Jan.				12.05a	

Sales: five lots.

	Open	High	Low	Close	Prev. close
July	12.00b	12.02	12.00	11.45b-12.00	11.45b-12.00
Oct.	12.35b	12.36	12.35	12.30b-12.35	12.30b-12.35
Jan.	12.50b			12.45b-12.50	12.45b-12.50
Apr.	12.60			12.60b-12.70	12.60b-12.70
July	12.70b			12.75b-13.00	12.75b-13.00

Sales: three lots.

TUESDAY, JUNE 10, 1958

	Open	High	Low	Close	Prev. close
July	11.40b	11.55	11.45	11.55	11.55
Oct.	11.90b			11.95b-12.00	11.95b-12.00
Jan.	11.95b			12.00b-12.05	12.00b-12.05

Sales: three lots.

WEDNESDAY, JUNE 11, 1958

	Open	High	Low	Close	Prev. close
July	11.45b	11.55	11.55	11.50b-11.55	11.50b-11.55
Oct.	11.90b			11.90b-12.00	11.90b-12.00
Jan.				11.95b-12.00	11.95b-12.00

Sales: one lot.

	Open	High	Low	Close	Prev. close
July	11.95b			11.95b-12.00	11.95b-12.00
Oct.	12.30b			12.40b-12.45	12.40b-12.45
Jan.	12.60b			12.60b-12.70	12.60b-12.70
Apr.	12.75b			12.80b-13.00	12.80b-13.00
July	12.95b			12.90b-13.00	12.90b-13.00

Sales: none.

THURSDAY, JUNE 12, 1958

	Open	High	Low	Close	Prev. close
July	11.50b			11.55b-11.60	11.55b-11.60
Oct.	11.90b	12.20	12.20	12.15b-12.20	12.15b-12.20
Jan.				12.20n	

Sales: 3 lots.

NOTE: Upper series of months each day contracts; lower series, new contracts.

# LIVESTOCK MARKETS...Weekly Review

## Montana Stockmen Demand Voice In Roadway Selection

Montana ranchers and farmers have gone on record with a demand that they be given a voice in selection and routing of future highways in their areas. Among the 24 resolutions passed during the recent Montana Stockgrowers Association convention was one asking for congressional support for an amendment (HR-12511) to the Trade Agreement legislation for protection of the domestic livestock industry.

The group also urged continued support of beef promotion and legislation to permit collection of funds at markets under federal jurisdiction, asked sufficient financing for state meat inspection, urged continuation of a market study committee, and requested financing for a diagnostic laboratory. Tightening of the law exempting beef and veal for private use from inspection was also requested by the association.

The Montana Railroad Commission was commended for its stand against freight rate increases for livestock.

## ST. LOUIS HOGS IN MAY

Hog receipts, weights and range of prices at the St. Louis NSY were reported by H. L. Sparks & Co., as follows:

	May 1958	1957
Hogs received	219,445	291,626
Highest top price	\$24.00	\$20.75
Lowest top price	21.50	18.50
Average price	22.46	18.24
Average weight, lbs.	224	222

## BUFFALO LIVESTOCK

Receipts at Buffalo, N. Y., in May 1958, as reported by the USDA:

	Cattle	Calves	Hogs	Sheep
Total receipts	8,981	2,966	3,590	5,070
Shipments	1,817	...	1,338	803
Local slaughter	5,064	2,966	2,252	4,267

## LIVESTOCK AT 59 MARKETS

A summary of receipts and disposition of livestock at 59 public markets during April 1958 and 1957, as reported by the U. S. Department of Agriculture.

CATTLE			
	Salable receipts	Total receipts	Local slaughter
April 1958	1,294,146	1,489,908	770,673
March 1958	1,332,040	1,568,066	791,025
April 1957	1,408,900	1,821,888	948,486
Jan.-Apr. 1958	5,136,207	5,963,209	3,241,423
Jan.-Apr. 1957	5,496,252	6,433,121	3,871,742
5-yr. av. (Apr. 1953-57)	1,408,083	1,678,076	951,804
CALVES			
April 1958	189,941	238,786	117,928
March 1958	189,152	250,411	124,997
April 1957	254,648	325,321	190,024
Jan.-Apr. 1958	811,488	1,019,861	507,100
Jan.-Apr. 1957	1,032,986	1,327,862	780,091
5-yr. av. (Apr. 1953-57)	279,126	362,246	217,381
HOGS			
April 1958	1,887,361	2,579,629	1,847,052
March 1958	1,753,250	2,498,505	1,788,414
April 1957	1,945,711	2,657,141	1,975,808
Jan.-Apr. 1958	7,262,710	10,190,544	7,330,879
Jan.-Apr. 1957	7,836,191	11,019,194	8,085,421
5-yr. av. (Apr. 1953-57)	1,808,389	2,491,150	1,806,402
SHEEP & LAMBS			
April 1958	595,643	988,463	543,647
March 1958	533,984	907,697	479,939
April 1957	546,753	906,365	547,469
Jan.-Apr. 1958	2,133,233	3,569,988	1,910,501
Jan.-Apr. 1957	2,222,033	4,001,596	2,166,756
5-yr. av. (Apr. 1953-57)	555,274	1,152,423	597,130

## California Woolgrowers Meet

Orderly marketing of the California lamb crop will keynote the 98th annual convention of the California Woolgrowers Association in San Francisco August 14-15, it has been announced. Area sheepmen are urged to attend their meeting.

## LIVESTOCK CARLOADINGS

A total of 4,509 railroad cars was loaded with livestock in the week ended May 31, 1958, the Association of American Railroads has reported. This was an increase of 175 cars over the same week of 1957, was 1,115 fewer than two years earlier.

## Bill Would Make Lawyer Fee Part of Livestock Loss Claim

A bill which would encourage common carriers, particularly railroads, to make better settlements of damage to livestock and loss claims, was recently introduced in the Senate, it has been reported. Charles E. Blaine, traffic manager for the American National Cattlemen's Association, said that the bill S-3820 would allow reasonable attorney's fees to be paid the successful plaintiff in a loss case.

Blaine said that it is a "general practice of common carriers, particularly the railroads, to refuse to pay more than one-half of the actual loss and damage to shipments sustained in such transit.

"The shipper is forced to accept such inadequate payments because he is generally compelled to pay the fee of his attorney to file and prosecute a suit for full damages—even if the shipper wins the case."

S-3820 calls for amendment of the Interstate Commerce Act to provide that "if the plaintiff shall finally prevail in any action, he shall be allowed a reasonable attorney's fee to be taxed and collected as part of the suit."

## TRUCKED-IN RECEIPTS AT 59 MARKETS

Trucked-in receipts of livestock by classes during April 1958 and 1957 at 59 Public markets:

TOTAL TRUCKED-IN RECEIPTS		
	Apr. 1958	Apr. 1957
Cattle	1,320,608	1,430,387
Calves	218,907	290,921
Hogs	2,352,254	2,283,397
Sheep & lambs	611,496	599,449

Trucked-in receipts at 59 public markets constituted the following percentages of total Apr. receipts: Cattle, 88.6; calves, 91.7; hogs, 91.2; and sheep, 61.9. Percentages in 1957 were 88.2, 89.4, 89.7 and 60.2.

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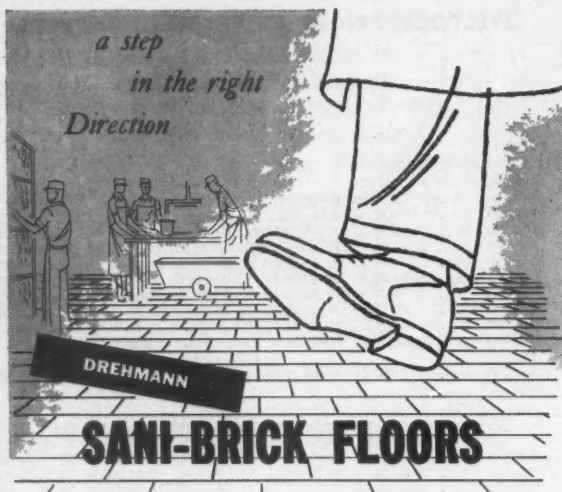
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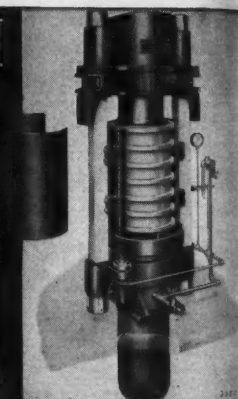
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#### MANAGER or SUPERINTENDENT

36 years' practical experience in cattle killing and boning operations, some pork and processing. Buying to sales and accounting. Can successfully handle labor, plant and office operations. W-237, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

#### MANAGER

28 years' practical experience covering all phases of packinghouse management and operations, livestock buying through sales. Capable of giving you efficient, profitable results. W-242, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED EXECUTIVE: With fine background, seeks connection with progressive firm. Long record of profitable results. Experience covers all operations. Capable of putting new life in your set-up. Steady, sober and aggressive. Good references. Presently employed. W-239, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE MAKER: 35 years old. Experienced in all operations. Steady. Detroit, Michigan vicinity preferred. W-248, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CALF BUYER: Illness in family necessitates change. Need west or southwest location. 4 years' experience with major packer, all phases of small stock operation. College graduate. Age 28, married, veteran. W-238, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### POSITION WANTED

#### FOREMAN

NOW IN CHARGE: Of mill, cut, shipping, packing and beef sales. Can give references. Most of my 23 years' experience is actual working experience. W-240, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

LIVESTOCK BUYER and PLANT SUPERINTENDENT: Thorough knowledge of livestock buying and plant operation. Prefer east coast or Florida. Full packinghouse background. W-231, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

LIVESTOCK BUYER: 16 years' experience with large and independent packer, terminal, auction and country buying, cattle and hogs. (11 years as head buyer). Will go anywhere. W-232, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER or GENERAL SUPERINTENDENT: Economic trends demand good management. Past experience and records speak for themselves. Under 40 years of age with college education. W-213, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

### HELP WANTED

#### CATTLE BUYER

EXPERIENCED IN BUYING: Slaughter cattle for meat packer in southeastern states. Send complete employment background and references. W-198, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CATTLE BUYER: Who wants to work on Chicago market. W-241, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

YOUNG MAN: With some experience in processing and cost accounting, to work in cost department with progressive eastern packer. Degree not required. W-236, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

### HELP WANTED

#### Technical Sales

##### WE SEEK AN EXPERIENCED PACKAGING MAN

30-35, having an extensive background in food processing and food packaging. A knowledge of the Meat, Poultry, Fish or Cheese Industry would be helpful. The work will extend to Product Development with our sales force. THE successful candidate will be the energetic self-starter type and have creative ability and leadership qualities. To such a man we offer an excellent and assured future with a young and expanding Canadian company leading the field. Prefer candidate living near Toronto, Ontario.

PLEASE apply in own handwriting and enclose references to

W-244, THE NATIONAL PROVISIONER  
15 W. Huron St., Chicago 10, Ill.

#### PLANT MAINTENANCE SUPERINTENDENT

One of the nation's most modern and progressive independent packing plants has opening for a man capable of assuming complete responsibility for maintenance of plant and equipment. Send resume of experience, education and qualifications to

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SALESMAN WITH CAR: To cover established territory in northeastern U.S. Must have experience selling seasonings, cures, binders in specialty items. Our company is well established in this business. Salary, expense and car allowance. Write Box W-207, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

SALESMAN: \$28,000 per year position, commission basis, available for competent natural selling salesman. Reply to Box W-245, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

# CLASSIFIED ADVERTISING

## PLANT WANTED

SMALL FEDERAL INSPECTED: Plant, suitable for processing, sausage manufacturing. With freezer, Carolinas, Georgia or Florida location. Rent or purchase. Going business preferred. P.W. 224. THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N.Y.

## PLANT FOR RENT

FOR RENT: Cooler and freezer space with office. Railroad siding. NICHOLSON'S FARMS, INC. Railroad Avenue, Westbury, L. I., N. Y., Phone Edgewood 4-0800.

## PLANTS FOR SALE

**WIDOW CAN'T KEEP UP WITH GOING, GROWING SAUSAGE BUSINESS**  
On main street of thriving N. Y. town. Large trading area. You can live and prosper here where others spend fortunes to vacation. Modern tile kitchen just completed. 21 year business with \$100,000 volume. Wholesale and retail (semi self-service) recently remodeled. Living quarters, extra store, apartment and garage on premises. Once-in-a-lifetime opportunity. Building and business for sale. PS-226, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N.Y.

**COMPLETE PROCESSING PLANT:** Within 60 miles of St. Louis. Modern building housing 600 lockers, processing room, chill and freezer rooms, slaughter house, holding pens, curing and smoking, lard rendering and apartment for owner or manager. This plant serves farmers in the area and freezer owners in St. Louis. Doing a retail and wholesale business. Owners health reason for change. Will sell or trade. FS-233, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## FOR SALE or LEASE

Small sausage and meat plant fully equipped. 19 acres of land. Modern home. City water power, feed lot, out buildings, ready to operate. Will sell or lease with option to buy. Easy terms. YOU CAN'T MISS. Contact owner at once. C. H. Sturges, Winner, S. D.

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Most modern beef slaughterhouse, located in the heart of wholesale meat district, Detroit, Michigan. Fully equipped. Capacity 1200 cattle weekly. Federal inspection obtainable.

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## MISCELLANEOUS

**FLORIDA OPPORTUNITY** for small jobbing business. Outgrown our present quarters. Can present an opportunity of entering the meat business (fresh or pickled meat) in the greater Miami area at a minimum investment. Additional space available if a retail market is desired in conjunction with wholesale business. For details write BOX 417, ALLAPATTAH STATION, MIAMI, FLORIDA.

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**BUFFALO STUFFER,** 100 lb., reconstructed, complete with air compressor, \$795.

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**GLOBE MIXER,** Model 700, with 10 h.p. motor, capacity 700±, \$850.

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**BUFFALO SILENT CUTTER,** Model 328, 2 sets knives, no motor, \$350.

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**BEST & DONOVAN,** Model 85 SCRIBE SAW, 3/4 h.p. motor, blade 3 3/4" diameter, air operated, 110/220 V. \$285.

**BEST & DONOVAN,** Model 84 PRIMAL CUT SAW, 3/4 h.p. motor, blade 10" diameter, cuts 3 3/4" depth, 110/220 V. \$325.

Bids invited on all items. Financing available with 25% down payment, balance 12 mo., regular interest.

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Complete Cry-O-Vac line in excellent condition, consisting of 1-Model H-T-E, 1-Model H-T-K, and Hot Water Spray Tank, all or part of, very reasonable. Please contact Thomasma's, Inc., 701 Leonard Street, Grand Rapids 4, Michigan.

**CHAIN HOISTS:** Have two Robbins & Myers electric chain hoists for beef operation, 7 1/2 HP motor, 3 phase, 90 cycle, 220-240 volt, 90' per minute speed, 20' lift, new—in original crates. Price \$840.00 each. FS-221, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**FOR SALE:** One BOSS 300 ton Hydraulic Press and one DUPPS 300 ton press both with electric pumps. In excellent condition. Price \$3,000.00 each. Griffin Fertilizer Company, R.R.#2, Butler, Kentucky.

**SLICER, U.S. HEAVY DUTY:** #3 series 556. Very good condition. Best offer: DUBLIN FOOD & PROVISION CO., 829 SHERIDAN AVE., Bronx, N. Y.

**SAW FOR SALE:** JONES SUP 36" T-54, extra heavy stainless steel roller table. Like New. \$1850.00. Call Garden 5-3480 Chicago.

**FOR SALE:** 2 Jones Superior T-54, 36" 5 H.P. meat saws. Stainless steel roller table. Right hand saws. In excellent condition. Phone Wagoner 4-3770 (Chicago, Ill.)

# BARLIANT'S WEEKLY SPECIALS

**THE FOLLOWING EQUIPMENT AVAILABLE FROM A CLOSED PLANT IN THE MIDWEST:**  
**TOWNSEND SKINNER:** mdl. 35-400; **PLATFORM SCALE:** Toledo mdl. 8-1543-5C, ser. #2456, 1000# dial, dormant 6250 printer type, incl. printing tares, 5' x 8' platform; **TRACK SCALE:** Toledo One-Spot, mdl. 31-31A, ser. #2211-0-134, 1000 lb. cap.; **DORMANT PLATFORM SCALE:** Toledo style 31-1511FC, ser. #684825, 3250#, 1000# on dial, 4' x 6' platform; **PLATFORM SCALE:** Toledo mdl. 60-1-5822-500, ser. #1162, Printweigh, portable, 30" x 30" platform on rubber wheels, or can be mounted on higher stand; **AMMONIA COMPRESSOR:** Frick 6 x 6, rebuilt with 20 HP. mtr.; **OAKITE CLEANER:** mdl. 482, ser. #408, used only six months; **ROTARY MEAT CUTTER:** similar Anco, 11" knives, 2" centers, recently rebuilt; **BAND SAW:** Do-All, mdl. MS-5, ser. #40850, 1 1/4 HP.; **SHREDDER:** similar Boss #705, size 20, 8" x 14" feed opening.

## Current General Offerings Sausage & Bacon

1091—COLD CUT VACUUM PACKAGING LINE: incl. Anco #832 Slicer & Stacker (used only 1 yr.); Check Weigh & Bag Conveyor; 3 model #253 Exact Weight Scales; Standard Packaging Vacuum Machine, mdl. 6-7-19; Beach Russ Vacuum Pump, all in A-1 condition \$12,400.  
9354—HYDRAMATIC SLICER: Anco #832, for luncheon meats, latest style \$2,750.00.  
1146—FROZEN MEAT SLICER: General Mch. mdl. #124-24, new 1957, used only 6 mos. \$2,450.00.  
1081—PORK-CUT SKINNER: Townsend #27, reconditioned & guaranteed \$575.00.  
9759—STUFFER: Anco 500 lb. cap., reconditioned new gaskets, valves, A-1 condition \$1,175.00.  
1077—STUFFER: Buffalo 400#, w/valves \$750.00.  
9145—STUFFER: Globe 200#, with stuffing valves & air piping, ready to be placed in operation \$725.00.  
1079—MIXER: Buffalo #23, 700 lb. cap., 7 1/2 HP. (stainless bowl available additional) \$475.00.  
1139—MIXER: Leland mdl. 1000A, stainless steel bowl, 100 lb. cap., excellent cond. \$450.00.  
1110—SILENT CUTTER: Buffalo #43-B, 250 lb., 25 HP. mtr., 3-extra set knives \$550.00.  
9489—GRINDER: Boss, with brand new Buffalo 64B Heavy Duty bowl & worm, 8 1/2" plates, 25 HP. motor, excellent condition \$1,000.00.  
1108—GRINDER: Globe mdl. #1542, 8 1/2" plates, 25 HP. mtr., extra plates & knives \$785.00.  
1063—STEAK TENDERIZER: Siro mdl. PRO-8, stainless steel, w/6" aluminum hopper \$185.00.  
9386—PICKLE PUMP: Griffiths Big Boy #4, excellent condition \$195.00.  
9779—HAM & BACON TRUCKS: (8) similar Globe #7281, galv., shallow type, 33" x 65" x 9" deep, 20" iron wheels, w/handles ea. \$40.00.  
9642—HAM MOLDS: stainless steel, with covers, like new springs, excellent condition, factory converted for use as Hoy Molds—Reduced to ea. \$12.75  
137—#108 (1-0-E) 8 lbs. 11" x 5 1/2" x 4 1/4".  
171—#112 (0-2-X) 11 lbs. 11" x 6" x 5 1/4".  
43—#113 (0-2-G) 10 lbs. 12" x 5 1/4" x 5 1/4".  
123—#114 (2-0-E) 12 lbs. 12" x 6 1/4" x 5 1/4".  
43—#116 (4-0-E) 15 lbs. 12 1/2" x 6 1/2" x 6 1/4".  
9753—HAM MOLDS: Adelmam Ham Boiler Corp., stainless steel, with covers:  
58—#2-0-E, 12" x 5 1/4" x 5 1/4" ea. \$13.50  
3—#2-0-E, 12" x 6 1/4" x 5 1/4" ea. \$13.50  
140—#4-0-E, 12 1/2" x 6 1/4" x 5 1/4" ea. \$13.50  
1139—HAM MOLDS: (300) Anco #944, stainless steel, 4" x 4" x 27", little used \$14.25

## Rendering & Lard

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